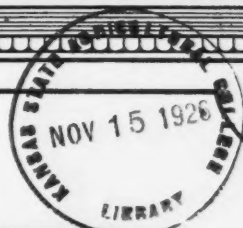


THE  
PRODUCER



Vol. VIII

DENVER, COLORADO

No. 6

Thirtieth Annual Convention of American National Live  
Stock Association, Salt Lake City, Utah, January 25-27, 1927



NOVEMBER 1926

*Official Organ of the*  
AMERICAN NATIONAL LIVE STOCK  
ASSOCIATION

PUBLISHED MONTHLY

ONE DOLLAR A YEAR

# DENVER

## The Market of the West and for the West

**D**EMAND for stockers and feeders on the Denver Market has been very good recently. Northern Colorado feeders are in the market for both feeder cattle and sheep to consume the largest forage crop they have ever raised. Buyers from other states are active. During the week of October 18 a forty-four-car shipment of feeder steers was made to Virginia. Shipments to other states, such as Illinois, Indiana, Iowa, Nebraska, etc., have been large, thus affording a rapid clearance of all cattle offered.

The efforts made by the interests at the Denver Market to place a premium on western cattle are beginning to have results. Feeders from as far east as the Atlantic seaboard have been convinced that Denver is the only point where such cattle may be secured in large numbers.

Market where the demand and premium for Hardy Western Cattle exists. Buyers are willing to pay more at Denver because they know where the cattle come from, their breeding etc.



# There Is No Speculator Profit in This Pool

**M**ANY range cattlemen and hundreds of Corn Belt feeders have looked forward to the time when stockers and feeders would be moved directly from the range to the feed-lot.

That time is now here.

Live-stock feeders, members of the National Live Stock Producers Association in the central feeding states, formed a pool, and have contracted for feeder calves with Texas and Nebraska range cattlemen to be shipped direct. These cattle are now being shipped.

Direct handling has many advantages. The pool is operating on a strictly co-operative or cost basis. No one will get a single cent of speculator profit. The cattle are being delivered and are ready for feed in the shortest possible time. Both range producers and Corn Belt feeders are expressing their mutual satisfaction with the results of the pool.

This service is bringing the range men and the feeders together. It is supplementing the work of the thirteen terminal co-operative selling agencies which constitute the National Live Stock Producers Association. These agencies operate on thirteen markets, and are equipped to give the best of service on western cattle consignments.

## The National Live Stock Producers Association

With Selling Agencies at the Following Markets:

KANSAS CITY  
ST. LOUIS

SIOUX CITY  
PITTSBURG

CINCINNATI  
FORT WORTH  
INDIANAPOLIS

CHICAGO  
BUFFALO

CLEVELAND  
EVANSVILLE

DETROIT  
PEORIA

# Numerous Selling Outlets Essential to Live-Stock Producers

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**N**OTHING is more essential to the success of live-stock farming than readily available markets for meat animals.

The whole purpose of existing legislation affecting live-stock marketing is to insure the farmer free access to all possible outlets for his products. Agricultural experts agree that intelligent marketing is 50 per cent of production.

**"Everyone knows," said President Coolidge in one of his annual messages to Congress, "that the great need of the farmer is markets."**

Under the stimulus of this ever-present need, two great systems of buying and selling live stock have developed: through commission agents at central public stock-yards; through direct marketing in the country or at the receiving yards of packing plants.

Both methods have peculiar advantages. Each has developed in response to specific marketing requirements. They preserve an important element of competition between themselves and between live-stock buyers. And the preservation of both methods is necessary to producers and packers for this outstanding reason:

**They involve the fundamental right of the producer to sell his live stock as he desires at the most convenient market and in the most economical way.**

It is important, therefore, to view in this light any proposals made from time to time which, while ostensibly affecting merely the right of the packer to buy, *actually affect the right of the farmer to dispose of his products as he himself sees fit.*

It is the policy of Armour and Company to buy from any seller—producers, shippers, co-operative marketing associations, commission firms, etc.—without discrimination, providing they have the kind and grade of live stock that Armour's customers want.

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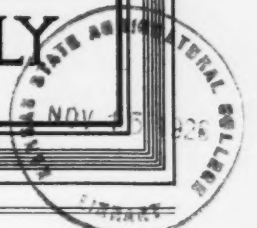
## **ARMOUR AND COMPANY**

**CHICAGO**



# THE PRODUCER

## THE NATIONAL LIVE STOCK MONTHLY



Volume VIII

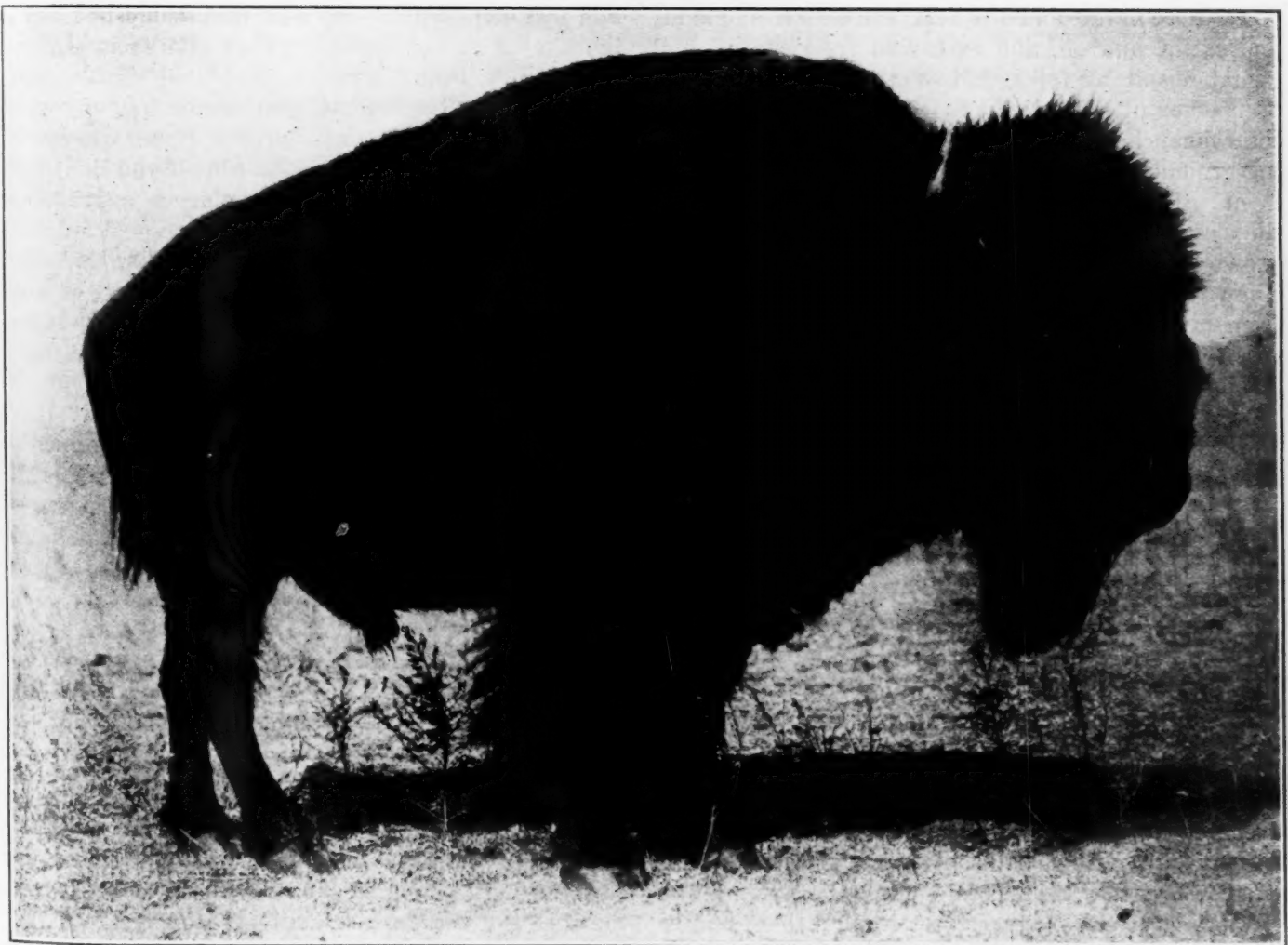
DENVER, COLORADO, NOVEMBER, 1926

Number 6

### Uncle Sam's Buffaloes

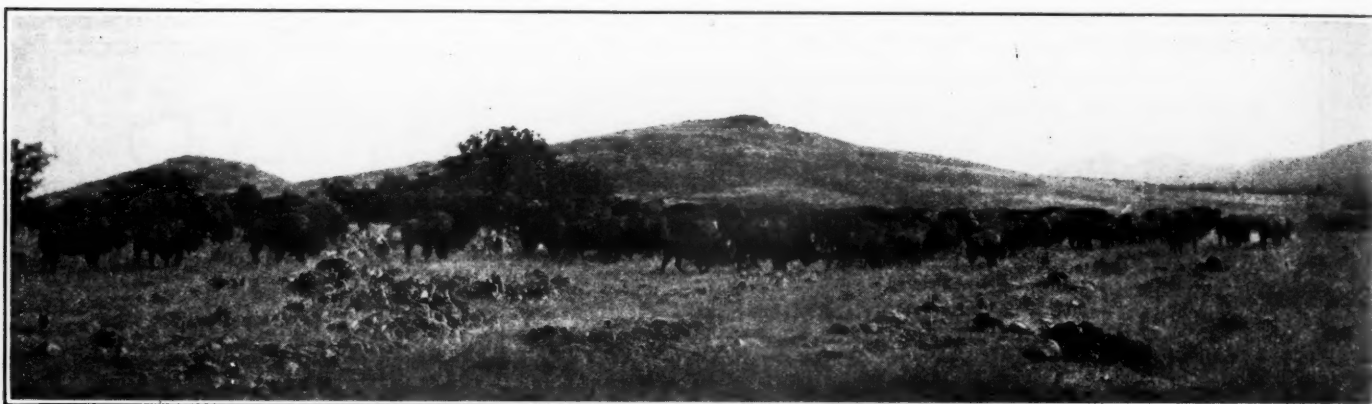
BY JOHN H. HATTON

*Denver, Colorado*



"BLACK DOG"

Born and raised on Wichita National Forest. He later died in combat. A winter picture.



VIEW OF BREEDING HERD — SEPTEMBER, 1926

"GATHER UP your boots and spurs and saddle, write ahead for a fleet, sure-footed mount, and come with me to southwestern Oklahoma. Then multiply your native courage by at least two figures, polish up your imagination, and I'll show you some thrills which will take you back 'most three-quarters of a century."

"Yeah?" said my friend, kind of skeptical-like. "Sounds interesting. What have you discovered 'way down there in the land of wheat, and cotton, and kafir, and cattle, and oil, and ex-Indian reservations, and genial, hospitable folks, that so calculates to ruffle the even tenor of my present sojourn here below? Are the Comanches demanding the return of their hunting-grounds? Is there some new species of oil excitement? Have the Texas ticks broke out again? Are the chiggers on the rampage? Have the rattlers grown larger and livelier? Has the Frisco line put in a new roadbed? Or what is it, that you would lure me from my safe and sane surroundings, from my devoted family, and compass me with such vague and mysterious perils?"

#### The Wichita National Forest

"Wrong! None of these! But down there in the Wichita National Forest and Game Preserve, about a half-day in the saddle from Cache, Oklahoma, Uncle Sam has some two hundred grunting, grumbling, snorting, rollicking buffaloes, and he has an order from over at Lawrence, Kansas, for several of the snortiest and sprightliest specimens to grace some big pioneer doings that are coming off over there. Indians for states around will set up their teepees, old-timers of covered-wagon days and fame will be there, government dignitaries from the capital city, who's who and who all, to recall the days of the Santa Fé trail, of Frémont, and the conquering of the West. Incidentally, they are to dedicate some big athletic stadium, I believe; but they want real buffaloes, Indians, and everything to call up the days of our fathers and of our grandsires."

"What can there be so exciting about a mere two hundred buffalo in a game preserve—and I suppose in

a fenced, buffalo-proof pasture at that—and the separation of a small handful of them for exhibition at a celebration, or for a barbecue?" So said my esteemed friend, who recently got wool in his eyes and let go of a beautiful herd of whitefaces for the exhilarating pastime of herding baa-baas 'way out in the sagebrush country of northwest Colorado. He went on: "I've chased wild Texas longhorns by the hundreds and thousands down in the Panhandle in my time, and I've had thrills of my own that would be hard to imitate with a handful of buffaloes. I'm from Mason's and Dixon's, I am!"

Said I: "Let me tell you something, my good friend. In the first place, have you ever discovered how clannish (yes, spell it with a K, if you like) buffaloes get when some foreign influence approaches; how they like then, in spite of any personal animosities among them, to sort of rub shoulders and stick together; how the biggest and bravest kind of keep between the unwelcome intruder and the smallest and shyest? Have you ever measured the love of a matron buffalo for her precious offspring, or noticed how thoroughly that filial affection is returned? Have you ever tried to cultivate the close acquaintance of several large gentlemen buffaloes, with their self-appointed responsibility on those noble shoulders of faithfully guarding the welfare of their numerous family? Then you don't know buffaloes—at least the *Uncle Sam* brand. Your knowledge extends only to mere longhorns. So come with me. We need your moral support, because people down there most generally can't spare the time from their daily occupations to make buffalo acquaintances and contacts."

#### Free Turkish Baths

The forest supervisor—a most obliging and likable official, and recently from Colorado—met our train at Cache in his Flint touring-car. The thermometer registered 97 in the shade, and we were getting all the effects of the Turkish bath—especially I, with my hot uniform and my Palm Beaches left at home. Asked if it was unusually warm, he replied good-naturedly: "No, this is right cool to what it was



when I came here some six weeks ago." He stopped for the official mail and a great slab of ice, and we proceeded to Buffalo Lodge, his headquarters, twelve miles out. The roads were excellent, and, with the breeze from the motion of the car, the ride was thoroughly enjoyed.

We came to the forest boundary about six miles on our way, and entered the forest over a modern cattle-guard and through a great cobblestone arch, flanked by signs bearing the conspicuous inscriptions: "No firearms allowed;" "All dogs must be under leash."

The forest comprises some 61,000 acres of mostly oak-clad, boulder-strewn hills, interspersed with pleasant valleys and parks, and refreshing streams, skirted with pretty, shady groves. "Folks in these parts must think a lot of these cool, shady spots and camping-places, and those attractive hills, after coming over hundreds of miles of hot plains and fields all about," said my friend. "Yes," replied the supervisor, "I've grown up in the national forests of the Rocky Mountains, and I must say I never saw such an appreciation anywhere as the people of this whole southwestern country have for this comparatively small bit of land. It amounts almost to affection. They come by tens, yes hundreds, of thousands during the recreation season. Enterprising communities have built expensive dams, impounding water for swimming-pools, and they take as much interest as if it were all their personal property. You'll not find nicer people anywhere, and it is certainly a pleasure to have their co-operation in protecting the forests and game, and in developing the possibilities here."

As we proceeded, I noticed over to our right a bunch of several hundred good cattle grazing in solid mass formation, heads all pointed in one direction. We were told it was the worst part of fly time, and all the cattle—some 2,600 head, under permit on various parts of the forest—used that means of fighting their tormentors. Their tails, constantly lashing, made a kind of blue haze over the solid mass of backs. I called it the *n*'th degree of co-operation.

#### Flocks of Wild Turkeys

About a mile and a half before reaching the lodge, my friend called out: "What are those large, dark-colored birds crossing the road ahead?" "Turkeys—genuine wild bronze turkeys," said the supervisor; "and mostly this year's broods in that particular flock, all nearly full-grown." We counted forty-seven as they walked rapidly along, talking their turkey language, and meantime stripping the seed from the native plants, or picking up grasshoppers, which were a good crop this season. "We figure there are more than three hundred in different parts of the preserve. In the mornings, around sunrise, a bunch of sometimes as many as forty or fifty, including ten strutting old gobblers, come up close in front of the lodge.

I've been throwing out a little grain—kind of training them, so we can capture some in our mesh-wire traps to fill possible orders for transplanting stock this coming fall and winter."

"What a beautiful gun-metal color when the sun strikes just right! And what a noble bird—truly America's noblest! And what a beneficent idea for our government to take this means of preventing its going the way of the passenger pigeon!" we both observed, almost in unison.

By this time we had reached the lodge, over a substantial and attractive cement bridge spanning Cache Creek. The lodge, sheltered by beautiful white oaks, is a commodious and most attractive quarters, designed and built by the previous supervisor and his wife, Mr. and Mrs. Frank Rush, when fiscal limitations on government buildings were in order. I learned that Mr. and Mrs. Rush put a sizable amount of their own money into having the project as they wanted it. It will take a California earthquake even to shimmy it, so substantially and permanently is it built.

Here we were greeted most cordially by the wife of our host. At the office we met an efficient and attractive young lady, the forest clerk. The ranger and his assistant, and their fine, capable wives, made up the rest of the official family.

#### How Oklahoma Cattlemen Celebrate

"We're just in time for the cattlemen's barbecue, and we're all invited," said the supervisor. So we proceeded to the Elm Island camp-ground, not far from headquarters. Here we were greeted by several hundred of Oklahoma's best—husbands and wives, daughters and sons. It was an annual event, inaugurated by the former supervisor and the stockmen a number of years ago, and held always on the 10th of September. There is now a country-wide understanding that no other event can be planned or permitted to interfere with this one day, set apart by the cattlemen for their families and their friends.

An old Comanche chief, Running Horse, returned thanks in his native tongue, in a devout and impressive manner; and, with sincere amens in our hearts, we were led to the improvised tables, burdened with barbecued meat and other viands. Enough said when I tell you that I next saw my friend with a whole roast rib of a fat two-year-old in one hand, and a great bun in the other, ravenously gnawing first on one and then the other.

Refreshments over, the efficient president of the Wichita Forest Cattlemen's Association called the annual meeting to order 'neath the shade of a large, spreading elm. It was one of the most businesslike and progressive meetings of stockmen that it has ever been my privilege to attend. Funds were voted, and *paid in on the spot*, for corrals and other needed improvements on the ranges, as well as for current asso-

ciation expenses, and special rules adopted for bettering their industry—all in less time than it takes to write it. With a few pointed talks by different ones, adjournment was voted until September 10, 1927, and a most enjoyable event recorded in the minds of all present.

"I'm enjoying myself hugely," said my friend that evening. "But where are the thrills you promised me—I mean the rip-snorting, hair-raising, leg-breaking, terrifying ones? I couldn't ask for more pleasurable experiences than I've had already; they have been a real inspiration; but you know——"

"Wait till tomorrow," I replied.

*[Concluded next month]*

## MARKET PROSPECTS

BY JAMES E. POOLE

**D**UPLICATION OF 1926 BEEF TONNAGE next year is improbable, if not impossible. It may be contended that feed is still cheap, which is always an incentive to production; but, so far as weight and age are concerned, the necessary cattle have not gone into the Corn Belt, nor is it likely that they will. In a numerical sense, feeders have acquired a full crop, but it is mainly light steers. Temporarily, at least, the rank and file of feeders have been cured of the habit of making big bullocks. Even had the 1926 market furnished the same incentive as last year's, it is doubtful if the necessary complement of mature steers was available in the cattle storehouse west of the Missouri River. It would have been possible to salvage some big cattle from this year's western run; also to turn back to feed-lots from the market a multitude of cattle that had been fed some corn; but, after the drubbing they have received, few feeders were in that mood. A sprinkling of 1,100- to 1,500-pound bullocks went back to the country from the market in October, but they were fat when taken out, the prices—\$8.25 to \$8.75 per cwt.—being the chief inducement, and they will not figure in prospective beef supply after the holidays. The great mass of thin cattle purchased at the central markets during the fall replenishment period comprised light steers weighing 500 to 800 pounds, with a sprinkling of light cows and heifers. Just how and when they will come back is anybody's guess, the return movement depending on circumstances yet to be developed. An encouraging winter market, which is not improbable, may prompt feeders to carry cattle along, especially as cottonseed cake is actually cheaper than corn. A short hay crop is adverse to long feeding, but this is being nullified by shipping cottonseed hulls into the Corn Belt.

### Beef Supply to Be Short

Assuming that beef-makers dig up a sufficient number of cattle to repeat the heavy run of 1926, deficiency in tonnage must be reckoned with. One way to make big bullocks is to put them in with age and weight; another, to carry them for a period sufficient to get a growth on roughage, which may appeal to many, in view of the increasing difficulty in reinstating cattle that go to market; but there is a pronounced disposition to count the money at frequent intervals, otherwise to short-feed, and it has been accentuated by the erratic and provoking performance of the market recently. Thousands of cattle could have been unloaded in July and August at popular weight that were carried into October at an

enormous maintenance expenditure, gains frequently costing 20 cents per pound or more during that period. Doubtless many light cattle have been acquired for storage purpose, last spring's experience in buying cattle for summer grazing at the markets having left a bad taste in feeders' mouths, so that the visible supply of beef during the first half of 1927 should be much lighter than that of this year, especially on a tonnage basis.

### Calf Purchases Heavy

A reasonably heavy calf purchase has been made by feeders east of the Missouri River, but the Texas output was not up to that of 1925. Interest in baby beef is salvaging thousands of beef prospects grown east of the Missouri, but there will not be enough of them to create a surplus of baby beef. California cut into the Texas calf output this year by taking 25,000, which put eastern feeders to the necessity of scouring the Dakotas, Wyoming, and Montana for youngsters—buying which will have a tendency to cut down the 1927 crop of yearlings from that quarter. These northern-bred calves have realized anywhere from \$35 to \$40 per head, one lot of South Dakota calves in the specialty class being taken by an Illinois feeder at \$42.50 per head. The Highland Hereford outfit this season cost buyers  $8\frac{1}{2}$  to  $9\frac{1}{2}$  cents per pound at the loading point; and more of them could have been used at the money.

### Fat Cattle Strengthening Their Position

The old crop of heavy cattle is due to run out, which will relieve the market of an incubus. The trade is running into a supply of short-fed and warmed-up steers when a common or nondescript bullock, properly conditioned, will sell close to a good one, especially if the product is of yearling weight. As beef consumption is consistently heavy, the turn of the year should find the fat-cattle market on a reasonably secure footing. Feeders will consult their own welfare by refraining from running into long, expensive feeds, or turning cattle back to the market before they have had a chance to get into decent beef condition; either operation being the negation, not only of economy, but of common-sense. The advance guard of the new yearling crop—the heifer end—will show up in March and April. Even counterfeit yearlings are scarce at that season, so that they should find a good market right along. By segregating steer and heifer calves at the inception of the finishing period, better results will be reached. Each season a respectable proportion of the yearling crop—calves of the previous year—goes to market prematurely and minus decent finish, which is not an economic system, and to a large extent sheer waste of good raw material.

### Spread Between Top and Bottom to Narrow

Common cattle in good condition always sell well during the first four months of the year, especially if light, as they can be substituted for yearlings. They run into tribulation the moment cheaper grass beef becomes available in considerable quantities, especially coast Texans; but, as Texas is short of such cattle, common fed bullocks are likely to enjoy a prolonged season of market popularity. After the turn of the year the spread between top and bottom cattle will narrow, to the advantage of the latter, as female cattle will be scarce.

### Steady Market for Stockers

An all-the-year-around stocker market has developed, the probability being that feeders east of the Missouri will draw on western breeders all winter. Recently the fat- and stock-cattle markets have not been on speaking terms, and they are not likely to be unless something unforeseen happens. Along toward spring a thin yearling is likely to sell close to a



fat one on a per-pound basis, especially if the fat-cattle market furnishes incentive to initiate beef-making operations meanwhile. Look for "something doing" in the stocker market next spring toward the rise of grass.

#### Short Crop of Hogs

The hog prospect may be dismissed with a statement that it is a short crop and will meet keen competition right along. Packers have intimated a desire, rather than an intention, to put up winter droves on a \$10, Chicago, basis; but no money is being wagered on that performance. A year ago \$8 was the packer mark, but nothing of that nature happened. Between now and January every artifice possible will be used to break hog prices; the probability being that competition between the major and minor killing units, a short crop, and heavy consumption will maintain values at even higher levels than last winter. Every squeak emanating from Packingtown on the subject of hogs is a protest against cost and, inferentially, diminished volume. Hogs may kill at a loss, but the average packer—and his name is legion—shows a disposition to lose money that way. Interior packers have recently raided their competitors' territory in quest of hogs, eliciting spirited protest from preserve-owners and creating a probability that this type of bootlegging may lead to hi-jacking reprisals. Jones might, in sheer desperation, waylay Smith's trucks on the highway, appropriate his hogs, and inject an element of honesty into the practice by tendering the value of the property thus acquired. Possibly hog-gathering trucks invading territory belonging to a competitor by unwritten law will be armed by gunmen for protective purposes. Raids on concentration points and sorting jacks may furnish new stories for the local papers. Talking seriously, there will not be more than enough hogs to go around—a condition that is largely responsible for country buying activity in packing circles. Packers do not go afield in quest of raw material until they encounter hard picking at the market. When the mountain stands pat, Mahomet invariably travels.

#### Feeders Showing Anxiety About Lamb Trade

Feeders east of the Missouri River, who have acquired thin western lambs by the million, at prices ranging from \$12.50 to \$14 per cwt., are naturally concerned about the winter market. These lambs have gone into so many hands, and have been so widely distributed over Iowa, Wisconsin, Illinois, Indiana, Ohio, and Michigan, that control of the return movement to market will be impossible, creating certainty of feast-and-famine runs, with violent weekly price fluctuations. A condition similar to that existing a year ago has developed, owing to continued wet weather all over the farming country, which has made seasonal gains impossible. Many of these lambs now in farmers' hands will be returned to market half-fat, and either go to killers that way or be taken out again by other feeders. The purchase east of the Missouri River is several hundred thousand in excess of last year, but that of western feeders, mainly in northern Colorado and western Nebraska, promises to be about 40 per cent less, which about evens things up, so far as the entire season is concerned, but puts supply wrong end to, as the bulk of it will be prepared to go to the butcher by February 1. This should put western feeders in a strong strategic position, reversing that of late last winter. Colorado bankers have displayed good judgment in restraining their customers from getting into competition with eastern farmer-feeders on thin lambs this season; otherwise prices would have ruled \$1 or more per cwt. higher, speculators would have made another inning, as they were "rarin' to go," and feeders would again have been in the position of bag-holders. The trend of live-mutton values is toward lower levels.

#### THE EAST AND THE FARMER

THAT THE FINANCIAL CENTERS of the East are not without men who appreciate the seriousness of the farmer's problems is evidenced by the following sound, even if somewhat general, sentiments extracted from an address recently delivered before the Richmond, Virginia, Chamber of Commerce by Otto H. Kahn, the New York banker:

"For many years the farming industry has not yielded adequate returns. Many farmers are gravely discontented and under an intense sense of grievance toward the existing order of things. Adversity, more or less acute, has been the fate of a great portion of the farming community, while general business has been prosperous and wages have attained unprecedented levels.

"At best, the farmer's calling is a toilsome one, involving inevitable hardships and deprivations. The farming business is the largest in the country. The basic and vital necessity of the farming industry needs no emphasis. The immense social value of the farming class to the state is beyond argument.

"If there is one calling which has a higher claim than another upon the helpful consideration of the state, it is that of the farmer. The farmer's problem is part of our problem. The farmer's welfare is an essential part of our welfare.

"It is harmful and menacing to the commonwealth that so numerous and so valuable a portion of the population should feel dissatisfied and resentful and be without prosperity. The situation lends itself peculiarly to the incitements and wiles of the demagogue and to the plausible figments of the economic visionary.

"Both justice and self-interest demand of the community at large that every legitimate endeavor be put forth to the end that the farmer's grievances be redressed. If that redress can only be accomplished by methods which, while practicable and economically warrantable and promising to be effective, are novel and perhaps unpalatable to the established ways of business, then the less important will have to yield to the more important—i. e., business convenience and customs to the rehabilitation of the farming industry.

"Unless well-considered, sincere, and earnest efforts are promptly put into operation by Congress, within the limits of economic soundness and practicability, to accomplish the object in view, the danger looms ahead that a large section of the farming vote may succumb to the specious persuasiveness and false promises of the well-meaning, self-deceived purveyor of political and economic nostrums and delusions, often disproved but ever resurging, or of the cunning demagogue and fomenter of class animosity.

"It is not sufficient answer to the farmer's complaint to refer him sternly to the rigid functioning of the law of supply and demand, and to the doctrine of the survival of the fittest; because in reply the farmer will contend that, in other respects, for reasons which seemed valid to Congress, we have not scrupled to interfere, through acts of government and otherwise, with the untrammelled workings of that law and that doctrine. And he will and does claim that we either adhere to them strictly all around or give him the effective advantage of dispensations similar to those which have been granted in the case of other callings.

"As to the argument that the adoption of measures sufficiently thoroughgoing to give real relief to the farmer might set a dangerous precedent, it seems to me that aversion against, or apprehension of, establishing a precedent is never a valid reason for failure to do that which is justly called for. I feel assured that we may rely—and, indeed, under a popular system of government we must rely—upon the soundness and watchfulness of public opinion to see to it that precedents are not harmfully misapplied or abused."

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In an article headed "The Farmer and the Tariff," an anonymous contributor to the *Manufacturer* (which is the organ of the Manufacturers' Club of Philadelphia) reviews the benefits which, in his opinion, the American farmer derives from protection. Evidently the author has had first-hand contact with agricultural conditions, of which he shows a grasp not usually looked for in either manufacturer or professional economist. We excerpt a few characteristic paragraphs, which should be read in connection with our editorials

on the subject-matter of two books lately put out by the Institute of Economics:

"In the case of beef cattle, the United States producer derives a direct and substantial benefit [from the present import duties]. To date it is primarily the fattener of thin cattle, and not the breeder of them, who has secured the benefit. The breeder, owing to financial pressure and forced liquidation of war-time increases, has been hard pressed, and only recently seems to have reached the point where the tariff is effective in his interest. His prices did not fall, but they failed to rise. The tariff, however, by curtailing the imports of Canadian stockers and feeders, prevented a decline in domestic prices of such stock. The fattener of these animals has benefited largely, as has been well shown in a recent report of the United States Tariff Commission. This has been the result primarily of the duty on beef, which made difficult the entry of the large surpluses of South American and Australasian carcasses, diverting them to British and European markets. It has been claimed that the American packers, who control a majority of the Argentine beef export, and are heavily interested in Australasia, would not prejudice the domestic producer by importing appreciable amounts of their foreign dressed beef, even if there were no duty. With the memory still fresh of what happened when the duty was removed in 1913, and with no animus whatever against our meat-packers, it hardly would be wise to count on any such altruism if beef were free of duty. Anyway, there are many other packers in South America and in Australasia, to say nothing of South Africa and Canada.

"Domestic beef and veal prices seem to have been raised by an average of about 2 cents per pound by the tariff. In view of the character of the farmers' meat consumption, probably  $1\frac{1}{2}$  cents of this is a net gain to the farmers—a net gain on more than 7,666,000,000 pounds, or \$105,000,000 per year.

"The grower of sheep and wool benefits by the duty on wool as well as on the live animals and meats. The duty on sheep and lambs, and on lamb and mutton, appears to be fully effective in the growers' interest and may be figured at 4 cents per pound on about 500,000,000 pounds, or \$20,000,000 per year. The farmers eat almost no ovine products; hence, with no credit allowed for the duty on mutton, this tariff gain may properly be considered net. On wool, of which we yet produce a continuing though diminishing deficiency, the gain to the farmer is about \$30,000,000, of which at least two-thirds is net. The entire amount may safely be so figured when the effect on world prices of a sharp decline in domestic production is considered, but this factor is neglected. The net gain to the producers from the tariff on sheep and wool, therefore, totals to approximately \$40,000,000 per year.

"There is an indirect gain to western agriculture from this item which has proved of almost incalculable benefit and which it is highly proper to refer to here. It has been noted that the breeders of thin cattle, owing to distressing situations behind the tariff wall, have only recently begun to derive much benefit from the tariff. This has been of special moment to the breeders on our western ranges. The favorable situation of the sheepmen has enabled them largely to restore depleted reserves of the western banks, which have thus been enabled to carry cattle paper which otherwise would have had to be liquidated. This has preserved to the country thousands of breeding herds to safeguard our future beef supply. It also has kept these breeders of cattle, as well as the sheepmen, in the market for the hay crop, which is grown on not less than 50 per cent of the irrigated lands of the West. The irrigation farmers, particularly those not growing sugar-beets, would have been gravely affected had they not had the local market thus maintained for their hay crops. The duty on sheep and wool, therefore, seems to have justified itself three times over, and to have resulted in benefits which cannot be even approximated in terms of money. It has justified itself also by the revenue yielded to the federal government, which otherwise must have been raised by taxes, of which a considerable share ultimately would have fallen upon the farmers."

"I consider your paper the best live-stock paper I have ever read."—B. F. SHREVE, Decker, Mont.

"I just simply could not get along without THE PRODUCER. I believe it gives the most reliable information in regard to markets and live-stock prices of any paper that I have ever read."—WILLIAM J. DIXON, Hampshire, Wyo.

## UNITED STATES AS A MEAT-EXPORTER

THE FIRST AMERICAN MEAT EXPORTS date from the middle of the seventeenth century, when the civil war between Charles I and Cromwell paralyzed the English sea-going commerce, and New England farmers took advantage of the opportunity to ship their barreled pork and beef to the planters of the West Indies, said a speaker at the convention of the National Foreign Trade Council at Charleston, South Carolina, last summer. By the close of the eighteenth century this trade had acquired considerable proportions. In 1790, records show that 6,000,000 pounds of pork products were exported from the United States.

During the twenty years preceding the American Civil War our foreign trade in live stock and meats grew rapidly. The period of the most important expansion, however, was from the Civil War until the end of the nineteenth century, when the western range-cattle industry was in swift development. At the same time the Corn Belt farmer intensified his corn production, with the consequent increase in hog numbers. The huge surplus of meats thus turned out found a ready market in Europe, where the rural population was more and more being drawn into the industrial centers, creating a food shortage.

Naturally the first exports were of cured meats. It was not until the advent of refrigerated railway cars and steamers, in the seventies of last century, that a beginning was made in the exportation of fresh meats. At first there existed a prejudice against refrigerated beef on the part of European consumers, but, as that passed away, fresh-beef shipments increased by leaps and bounds. In 1900 they amounted to no less than 329,000,000 pounds, nearly all of which went to the United Kingdom.

Our own fast-growing population, especially that of the larger cities, at about the same time began swelling the domestic demand for beef, with the result that there remained a constantly diminishing surplus. Only during the World War, when production to the utmost limit was encouraged by our government, and prices were correspondingly inviting, was the record of 1900 equaled or exceeded. But, with a return to normal conditions, the beef excess has again been rapidly dwindling, until today it has become negligible.

With respect to pork products a different situation exists. Here the United States has remained the chief source of supply for the importing countries of Europe. Responsible for this in large measure is the low cost of American production, thinks the author of a recent government bulletin. For two generations hog products have formed the backbone of our meat exports. The pre-war peak was reached in 1899, when 1,678,000,000 pounds were shipped out. These figures were exceeded during a couple of the war years, since when there has been a gradual decrease in the quantities of our exports. However, sales abroad continue to play an important part in the disposal of our output of pork. In 1924 the percentage of exports of total production was about 14, equivalent to the product derived from approximately 11,000,000 hogs. The share of lard exports is proportionately greater. In 1925, 688,829,000 pounds of American lard were sold in foreign markets, representing a return to our exporters of \$118,000,000. This lard constituted 53 per cent of the volume produced in federally inspected plants, and 37 per cent of all the lard produced in the United States.

American supremacy in the world's pork-products markets, thinks the United States Chamber of Commerce, "will probably continue so long as we retain our supremacy as the largest breeders of hogs in the world, which in turn means so long as we are also the greatest producers of Indian corn."



### DIRECT BUYING OF FEEDERS

**B**ETWEEN 20 AND 25 PER CENT of the range cattle fattened in Iowa feed-lots during the past year were shipped direct from the range to the farm, says *Wallaces' Farmer*. This method of buying is on the increase, having doubled in the last five years.

"Sale and purchase without the use of an open market requires a more general knowledge of market values than was commonly possessed by either sellers or buyers twenty or even ten years ago," we read. "Mail service, the telephone, the radio, and probably most of all the wider use of the automobile, have made at least fairly accurate knowledge of values common property both on the range and in the feeding country. These have not only made men more competent to deal, but more businesslike and willing to deal without the aid of a commission man.

"Selling and buying direct, if it is done effectively, offers several distinct advantages over handling through public stock-yards. A saving in freight between producer and feeder is made. . . . This saving makes possible a lower price to the buyer or a higher price to the producer, or both. . . . Two commissions, a yardage and feeding charge, and a yard dealer's profit make up the handling charge on most feeding cattle passing through the open markets. The per cent and hundredweight cost is most with the lighter-weight cattle. With the increasing per cent of young cattle going to feed-lots, the relative cost of handling has increased.

"Not the hope of getting feeders cheaper, but getting them home in better physical condition, has interested many Corn Belt feeders in buying direct. Distemper, car fever, hemorrhagic septicemia, and out-of-sorts condition following several days in the stock-yards, and the 'filling' practice there, have become a serious source of loss with the increasing number of young cattle, particularly calves. Direct shipment from ranch to feed-lot greatly reduces this source of loss in feeding cattle.

"The large number of cattle that do not go through the public markets are handled in a variety of ways. Many think the ideal way to be for the Corn Belt feeder to visit a ranch operator in the Nebraska Sand Hills, the Texas Panhandle, or some other cattle-producing section, and complete the deal in person. This practice is on the increase, and is commonly used by the large feeders. However, it requires a knowledge of cattle prices, and particularly location of men with cattle to sell, that many feeders do not have.

"Buying on order by a local man (feeder, dealer, or banker), who is qualified, is a rapidly growing practice. The same community will be visited each year, to buy feeders. The buyer builds up a knowledge of the men and cattle in the community that makes satisfactory dealing easier each year. Such a method merits wider use by farmers who are feeding out one or two or three carloads of feeders a year. Buying on order by firms or individuals who do this as a business, and who are located either in the Corn Belt or the range country, is an increasing practice. The ability and integrity of the men employed is of extreme importance. . . .

"Auctions of cattle at concentration points in or near the producing country, and of range cattle shipped to points in the Corn Belt, are also on the increase. Auctions both in producing and feeding sections of Nebraska have had an extremely rapid growth the last three years. This plan is being tried out in the North Park country of Colorado and Wyoming this year.

"The sale of cattle direct to feeders by description and grade—a method which has been practiced by a few large operators in Texas for several years—is growing. The plan has been adopted by some dealers. Properly handled, this method has possibilities. The greatest expansion should come among large-scale producers of high-grade cattle that can offer cattle of uniform grade year after year."

### PAYING MORE FOR CALVES THAN YEARLINGS

**A**T THE AUCTION SALE on October 29, at the Kansas City stock-yards, of calves and yearlings from the Highland region of Texas, the following average prices were paid per 100 pounds: steer calves, \$9.25; heifer calves, \$8.50; steer yearlings, \$8.80; heifer yearlings, \$7.85. The purchases

went to Ohio, Indiana, Kansas, and Missouri, with bidders from practically every middle-western state.

Feeders have found that they can pay more per pound for calves than for older animals. This is well shown by Professor Maynard in the leading article in the August issue of *THE PRODUCER*.

### THE PROBLEM OF MORE EVEN MARKET DISTRIBUTION

**W**HAT CAN BE DONE to equalize market receipts throughout the week? A condition in which more than half of all the cattle shipped arrive on Monday, tapering down to practically nothing on the last two days of the week, not only causes depression and exasperating fluctuations in prices, but compels stock-yard agencies to maintain organizations capable of handling maximum receipts in one day, with the result that more men and machinery are employed than required for the average day's business—all at the expense of the shipper. This expense, A. E. de Ricqlès, of Denver, figures to be no less than \$2.50 per head.

As a remedy for this absurd and uneconomical situation, Mr. de Ricqlès proposes a zoning system for the country tributary to each of the central markets, or a regulation of railways for the purpose of enforcing a more even distribution. For instance, at Chicago, according to this plan, no Iowa cattle would be received on Monday, no Illinois and Indiana cattle on Tuesday, etc.

"This is the solution, I believe, for the greatest constant loss which cattle-growers and feeders experience," says Mr. de Ricqlès. "It can be done, and a committee selected from six or eight of the largest markets could sit down with the officers of the railways, stock-growers' associations, and the Department of Agriculture and in three or four days work out a plan that would save the industry from \$25,000,000 to \$40,000,000 annually and hurt no one."

An appeal is made to Secretary Jardine to take the initiative in this matter.

### HOG CHOLERA IN THE CORN BELT

**R**ECURRENCE OF HOG CHOLERA in epidemic form in the middle western states has called attention to the manner in which this disease is liable to become prevalent at certain periods, unless effective preventive measures are taken. The first serious outbreak in this country occurred in 1887, when 120 out of every 1,000 hogs died of cholera. Ten years later, in 1897, there was another outbreak, with a loss of 130 per 1,000. The third outbreak was in 1912-13, resulting in deaths estimated at 106 per 1,000.

Following these epidemics, hog-growers generally began to immunize their hogs, with the result that losses were greatly reduced. With increasing freedom from the disease, however, more and more farmers of late years have let up on their immunization work, believing that there was no necessity for incurring this expense. Breeding stock that had been treated with anti-hog-cholera serum, or had acquired immunity through an attack of the disease, was gradually replaced, until it was estimated that about 80 per cent of the hogs in the country were susceptible when the recent outbreak began.

As a consequence of this situation, there had been a gradual falling-off in the production of serum, so that, when the new wave of the disease appeared, there soon developed a scarcity of the product. The Department of Agriculture, which supervises the production of serum intended for use in interstate commerce, thus explains the difficulty in getting suffi-

cient supplies, and also the temporary suspension of the twenty-one days' test normally required before the serum is released for sale. Even at that, some hog-growers will be obliged to wait. For these the following precautions are recommended by the department:

Confine your hogs to inclosures away from streams and public highways.

Do not visit your neighbors' hog-lots, and do not allow them to visit yours.

Do not drive from a public highway into the hog-lot. Disinfect your shoes before entering your hog-lot. (Dip soles in a 3 per cent solution of compound cresol.)

Any newly purchased stock should be kept away from the home herd for at least two weeks.

Dogs should be confined so they cannot leave the premises.

The carcasses of dead hogs should be promptly buried under four feet of earth, or, preferably, burned.

Insanitary surroundings and improper feeding tend to lower the vitality and decrease resistance to disease, but such conditions of themselves cannot cause hog cholera. It can be produced only by the specific germ of the disease. This develops and propagates only in the bodies of hogs, and must be conveyed in some manner from a sick hog to a well one in order to produce the disease.

The live animal is the most dangerous source of infection through the elimination of virus with the excretions which contaminate hog-lots, feed-troughs, bedding, and other objects with which they come in contact. The meat from an animal affected with cholera is, however, also a source of danger, as the virus exists in the blood. It has been proved by experiments that scraps of pork from a hog affected with cholera at the time of slaughter are capable in many instances of conveying the disease, even though the ham, shoulder, or other parts from which the scraps were trimmed had been passed through the usual processes of curing and smoking.

### TANNERS ASK TARIFF PROTECTION

**T**ANNERS are demanding a duty on leather. Imports of certain classes—especially calf, goat, and kid—are increasing rapidly. While European countries protect themselves by a high tariff, making it next to impossible for American producers to ship leather abroad, they can send their surplus here duty-free. With this leather, produced at a much lower cost, domestic tanners are finding it more and more difficult to compete.

Application has been made by the Wisconsin tanners' organization to the Tariff Commission to start an investigation, and it is said to be likely that the matter will be taken up at the next session of Congress.

### PACKER BETWEEN TWO FIRES

**B**ELIEF that the packer can charge any price for his product, and compel the producer to pay it, is ridiculous, said F. Edson White, president of Armour & Co., in an address delivered at the annual convention of the Institute of American Meat Packers in Chicago last month.

"Of all the intermediary agencies between production and consumption, the packer alone feels the pressure from the producer for high prices and from the consumer for low prices, and, in his efforts to put all his products into the trade, he finds the final prices almost automatically adjusted for him," Mr. White continued. "Between the packer and the producer, everyone is interested in obtaining high prices, because they create profits and stimulate volume of production. The upward pressure is tremendous, and very few consumers are able to realize its force.

"On the other hand, between the packer and the consumer, everyone is interested in securing such prices as will stimulate consumption. At a low price level, all classes of people are interested in meat, but each rise in price eliminates certain classes with low purchasing power as related to the rest of the meat-buying public. As prices rise, the packer finds his meat backing up in his coolers, and, as prices fall, he finds his outlets broadening."

### NATIONAL MEAT BOARD BOOSTS CONSUMPTION OF CORN-FED BEEF

**T**O RELIEVE THE SITUATION created by the big corn crop of 1925, the reduced number of hogs available to consume it, and the consequent stimulus to cattle-feeding throughout the Central West, the National Live Stock and Meat Board for some time has been conducting a campaign to assist in moving the abnormally large supply of corn-fed beef resulting, which threatened serious losses to feeders. A variety of projects were launched, designed to call the attention of the public to the abundance of excellent beef being offered. The aid of the Institute of American Meat Packers and the National Association of Retail Meat Dealers was enlisted. Railroads were appealed to, and readily consented to "feature" beef on their menus. The press was supplied with news and advertising material on the subject, and the radio was pressed into service.

The movement, we learn, has been crowned with a large measure of success, reflected in the much higher prices paid for the better grades of cattle at the central markets within recent weeks.

### OCTOBER CROP PREDICTION

**M**ORE FAVORABLE WEATHER CONDITIONS over most of the South have had the effect of adding materially to the government's cotton forecast, which on October 18 stood at 17,454,000 bales, as against the 15,810,000 bales indicated on September 16, or an increase for the month of no less than 1,644,000 bales. In 1925, 16,104,000 bales were produced, and this year's crop breaks all previous records.

Other crops show no great changes. Wheat on October 1 figured with 840,000,000 bushels—an increase of 1,000,000 bushels since the estimate of September 1. The corn yield was set down at 2,680,000,000 bushels, compared with the 2,698,000,000 bushels of a month previous, or a loss of 18,000,000 bushels. Oats, on the other hand, gained 18,000,000 bushels—from 1,264,000,000 to 1,282,000,000. The hay estimate during the month of September rose from 78,900,000 tons to 83,200,000 tons.

### THE CALENDAR

November 13-20, 1926—American Royal Live Stock Show, Kansas City, Mo.

November 27-December 4, 1926—International Live Stock Exposition, Chicago, Ill.

December 10-11, 1926—Annual Convention of California Cattlemen's Association, San Francisco, Cal.

January 4-8, 1927—Ogden Live Stock Show, Ogden, Utah.

January 15-22, 1927—National Western Stock Show, Denver, Colo.

January 19, 1927—Annual Convention of Montana Wool Growers' Association, Butte, Mont.

January 20-22, 1927—Annual Convention of National Wool Growers' Association, Butte, Mont.

January 24, 1927—Annual Convention of Utah Wool Growers' Association, Salt Lake City, Utah.

January 25-27, 1927—Thirtieth Annual Convention of American National Live Stock Association, Salt Lake City, Utah.

March 5-12, 1927—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.



# THE PRODUCER

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## CALL FOR CONVENTION

DENVER, COLO., November 1, 1926.

*To All Members of the American National Live Stock Association, Its Affiliated Organizations, and Stockmen Generally:*

A majority vote of the Executive Committee has fixed the date of the Thirtieth Annual Convention of the American National Live Stock Association for January 25, 26, and 27, 1927. The convention will, therefore, be held at Salt Lake City, Utah, the first session opening on Tuesday, January 25, at 10 A. M., at the Utah Hotel.

Congress and state legislatures will be in session, and it will therefore be possible to convey the recommendations of the Association to legislative bodies without delay.

There are many questions of importance to the live-stock industry that call for consideration.

The transportation problem is always with us. Important decisions have been rendered by the Interstate Commerce Commission since our last meeting, and other cases are pending. The carriers are extremely active in their efforts to secure higher freight rates.

It is hoped that, by bringing pressure to bear on Congress, consideration can be ob-

tained for the Grazing Bill during the short session.

The problem of agricultural relief remains entirely unsettled; the financing of the live-stock industry has not been fully worked out; hides are still on the free list; and the threat of imported meats is taking actual shape in fact. Although western cattlemen have had a fairly prosperous year, the market for fat cattle was never in a more unsatisfactory condition; yet the consumer is paying almost war prices. The "Truth in Meats" movement has reached a point where a definite national policy is desirable.

The attendance of each of you at the convention is important. If you are in accord with the policies heretofore favored by the Association, give it the support of your presence. If you disagree, this is the opportunity to present your views and change the direction of its activities. Discussion is open; initiative is encouraged; criticism is welcomed. But progress can be made only through organized effort; individually we are all helpless.

The railroads have granted reduced rates.

C. M. O'DONEL,  
*President.*

T. W. TOMLINSON,  
*Secretary.*

## ON THE TARIFF

IT IS, of course, unlikely that Congress will give serious consideration to the matter of the tariff during the coming session. It would consume too much time, for one thing, and besides stir up a hornets' nest which most members are anxious to avoid at this juncture. But with the convening of the new Congress in December, 1927, the perennial problem of import duties is bound again to take its traditional place in the debates on the floor; and from present appearances it seems not improbable that the presidential campaign of 1928 may be fought out with this as the leading issue.

It is not, then, in the hope of immediate results that THE PRODUCER urges its readers to keep the tariff question to the fore in their political commitments. It takes time to work up and crystallize the necessary sentiment. Keep pounding away at your congressional representatives. Give them no chance to forget

that the West is unanimous in its demand for a schedule of duties on agricultural products that will offset the protection given to manufactures. Equality for the dollar of agriculture with that of industry and labor should be the watchword.

Legislative action, as stated above, may not be looked for until 1928—if then. But the President has power, on his own initiative, to increase the present duties by 50 per cent. He has done so in the case of wheat and butter. Appeal should be made to the Tariff Commission to recommend that he do likewise with respect to cattle and beef.

And we should by all means have a duty on hides. The effect of such a duty has perhaps been exaggerated—it takes just so many hides to fill our leather requirements, and we ourselves do not produce enough. But there can be no question but that a stiff duty would at once and for a considerable period act as a stimulus to the price of live stock. Our stockmen are entitled to this protection. The old expedient of trading off free hides for free shoes and leather, in the supposed interest of the consumer, has outlived itself, if ever it had any validity. Under a hide tariff we shall be paying little, if any, more for our leather goods. And now the tanners are getting sick of the bargain and are clamoring for an import duty on leather.

Agriculture is becoming more and more insistent that it be accorded even terms with industry. If this fair request is not recognized and given expression in tariff adjustment, there is likely to spring into being among our conservative husbandmen of the North, as the less of two evils, a demand for the removal of all protection, with the consequent obliteration of many of the traditional party lines. Voices are already heard advocating a political alliance between the farmers of the Corn Belt and the cotton-growers of the South. Unless Congress and the administration take heed, this agitation will gain ground.

Meanwhile a movement has been set on foot for the removal of tariff barriers and other restrictions upon trade in Europe. In a remarkable manifesto, issued last month, and signed by leading bankers and industrialists of more than a dozen countries, the declaration is made:

There can be no recovery in Europe till politicians in all territories, old and new, realize that trade is not war, but a process of exchange; that in time of peace our neighbors are our customers; and that their prosperity is a condition of our own well-being. If we check their dealings, their power to pay their debts diminishes, and their power to purchase our goods is reduced. Restricted imports involve restricted exports, and no nation can afford to lose its export trade. Dependent as we all are upon imports and exports, and upon the processes of international exchange, we cannot view without grave concern a policy which means the impoverishment of Europe. . . .

Some states have recognized in recent treaties the necessity of freeing trade from the restrictions which depress it.

And experience is slowly teaching others that the breaking down of the economic barriers between them may prove the surest remedy for the stagnation which exists. On the valuable political results which might flow from such a policy, from the substitution of good-will for ill-will, of co-operation for exclusiveness, we will not dwell. But we wish to place on record our conviction that the establishment of economic freedom is the best hope of restoring the commerce and the credit of the world.

Half a dozen Americans, headed by J. P. Morgan, have added their signatures. While, of course, it is a far cry from bankers' recommendations to politicians' decrees, this step is significant as showing a fresh current in international thought. Although no statement to that effect is made, there can, we think, be little doubt that one of the principal aims of the movement is to free Europe from financial bondage to the United States. If such an arrangement as here proposed can be brought about, and, as a consequence, American goods should be shut out from the European market, there will arise a sentiment in this country in favor of entering the agreement—as a matter of self-protection rather than of principle. It is well for our farmers and stock-raisers to keep their eyes open and follow the development of this scheme with vigilant attention.

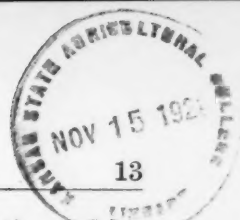
#### IMPORTS OF MEATS FROM DISEASE-INFESTED COUNTRIES

EFFECTIVE JANUARY 1, 1927, the importation into the United States of fresh and frozen beef, veal, mutton, lamb, and pork from regions infested with rinderpest or foot-and-mouth disease has been prohibited by order of the Secretary of Agriculture. Canned and cured meats are exempted.

Countries at present free of these diseases are Canada, Ireland, Norway, Australia, New Zealand, and Japan. From none of these except Canada do we import meats in appreciable quantities. On the other hand, the ban hits Argentina, Uruguay, and Brazil, where foot-and-mouth disease seems to be a permanent resident. Of the 28,500,000 pounds of fresh meats imported into this country during the last fiscal year, Argentina and Uruguay supplied about one-fourth, Canada furnishing most of the remainder.

The present action, it is stated, owes its origin to the recent outbreaks of foot-and-mouth disease in California and Texas, and is the result of extensive studies by federal investigators, reinforced by interchange of opinions with foreign officials. It is in line with the order of the government of Great Britain placing an embargo on fresh meats from the continent of Europe, after it had been established, to the satisfaction of the authorities, that the repeated occurrences of the disease in that country could be traced to virus carried by imported hog carcasses.





Regulations restricting or completely prohibiting the importation of live animals, hides, wool, hay, straw, and other packing material from countries where dangerous animal diseases exist have been in force for several years. Not long ago the rules were extended to exclude from entry garbage and animal waste from ships that have visited such countries. Thus the cordon is now pretty tightly drawn. It is only regrettable that these precautions could not have been taken in advance of the recent costly epidemics.

If this order is to remain in effect until South America is cleared of disease, the probability is that it will not soon be rescinded. With one stroke of the pen—in a quiet and, as it were, casual manner—the whole problem of the threatened invasion of Argentine beef has thus been solved.

There remain Canada, whose exports of fresh beef to the United States are not likely to be increased materially as long as conditions remain as they are; Australia and New Zealand, prepared at present to ship only frozen beef and mutton, for which our people have shown no great liking; and the canned article from Argentina and Uruguay, which does not come under the ban, and on which we should have a higher duty.

To what extent hides are affected by the new regulation, if at all, is not quite clear at this time. Argentina is the principal source of our imports of cattle hides. If such imports were to be forbidden in the future, this would go a long way toward bringing about the results hoped for from a hide tariff, and to that extent would help dispose of another of the cattleman's troubles. This we do not consider to be the intent of the new order; but we cannot refrain from pointing out that an effective safeguard against the introduction of animal diseases would include an embargo on hides from countries where such diseases are known to prevail. Certainly the danger of transmitting infection through the medium of the hair-covered hides must be at least as great as that from the dressed meat.

### PRIVATE STOCK-YARDS

**A**GITATION against so-called "private" stock-yards goes on apace. A vigorous fight to pass the Capper-Tincher amendment to the Packers and Stock-Yards Act, making the operation of such yards illegal, may be looked for at the next session of Congress.

Considerable support is being mustered for this amendment. In a circular recently sent out by John Tromble, representing the State Farmers' Union of Kansas, the assertion is made that "every national producer organization has gone on record as squarely indorsing the Capper bill." This is an exaggeration—the more curious since in the same breath mention is

made of the action of the American National Live Stock Association in opposing it. In thus ruling this association out of court as a "national producer organization," Mr. Tromble shows an inspiring degree of confidence in the merits of his arguments.

These arguments, in the statement, hinge on two pivots. The first complaint is that producers generally do not have the right to ship to private yards, but only "selected shippers." If any producer could ship his live stock, regardless of quality or number, to private yards, with the implied duty on the part of the packer owning the yards to buy irrespective of his needs, the yards would cease to be private. It is precisely the right of the packer to go into the country to buy what he wants, and of the producer to sell to whom he wants, that is at stake. As long as the producer meets the packer's requirements, he will be a "selected shipper."

The other mainstay of Mr. Tromble's plea is that "the former Secretary of Agriculture, Mr. Wallace, has definitely found that, because of the corn and water fill on the open market, the producer's gain in the public yards over the 'private' yards, at present prices, is about forty dollars per car, which more than offsets all of the market charges." If Secretary Wallace had found any such thing, which we have been unable to discover, this would seem to be essentially a case of the "selected shipper" standing in his own light. Anyone stupid enough to shut his eyes to an obvious pecuniary advantage, in the pursuit of a principle, amply deserves his punishment. Why waste sympathy on him? And does not the altruistic concern of commission men, and stock-yard operators generally, for this misguided brother rather overshoot the mark?

The American National Live Stock Association believes that opportunities for direct selling, with the attendant operation of private yards, by that much broaden the outlet for live stock; that the wider the outlet, the keener the competition; that producers are entitled and qualified to judge for themselves when, where, and at what price to dispose of their animals; and that a method which eliminates such items as commission fees and yardage charges from the bill of expenditures starts off with an initial appeal which it takes a long list of disadvantages to overcome.

Would it not be a natural and wise thing to let a matter of this kind work itself out? Why not credit the producer with sufficient acumen to decide on which side his bread is buttered? No one compels him. In making his dispositions, he has the quotations at the public yards to guide him. Presumably he can make his own calculations. To attract and hold him, these yards must present convincing proof that, in spite of all extras, they offer him the better terms. If they cannot do that, why blame him for going elsewhere whenever he has the chance?

## RETAILERS INDORSE BEEF-STAMPING

IT IS HEARTENING to see the fervor with which retailers' organizations have embraced the "truth in meats" principle, putting to shame skeptics and disparagers of this branch of the trade. At a reception in Portland, Oregon, to members of the executive board of the United Master Butchers of America, attended by that pioneer in the movement for honest marking, O. M. Plummer, "straight-forward expressions of good-will toward the idea" were profuse, according to the latter, who adds: "Every last one of them said that they were back of the proposition and would do everything they could to bring it to an early conclusion." If these expressions may be taken as representative of the sentiments of the rank and file of meat-market men, one apprehension as to the attitude of the various agencies involved in the reform will have been removed. Some, it may be, will prefer to wait and see.

But what of the packers? Such statements as have reached the public ear would seem to indicate only a qualified indorsement of the plan. A few of them, like Wilson and Armour, have signified their willingness to supply consumers with graded and stamped beef, provided the demand is sufficient. But, on the whole, more or less active opposition may be looked for from that quarter. And without the packers' co-operation little or nothing can be done. If the movement, as originally planned by Mr. Sanders, editor of the *Breeder's Gazette*, were concerned with only the two or three top grades, this obstacle might not be insurmountable. But with the broader scope which it has assumed, including the stamping of *all* grades, it is but natural that the packers should hesitate. Marking the beef from tubercular cows, for instance, strictly for what it is would hardly promote its sale. Yet the packers are expected to buy any number of such cows offered on the market.

The people, however, are entitled to know what they are getting, even if this involves an apparent discrimination against some who cater to their needs. One may not forever keep up a fiction for the sake of avoiding trouble. Inferior beef should be sold for what it is. This, in the long run, will pay, we have no doubt. Not only will it eventually force those producers who are raising trash to change their methods or quit the business, but honesty in trade practices is bound in time to stimulate demand. If everyone asking for good beef, and willing to pay the price, can depend upon getting good beef, more good beef is certain to be consumed.

To "put over" this program would mean prolonged and excessively tedious work, were sole dependence to be placed on educating the public. There should be a short-cut. Let one retailer in each large town take the initiative by demanding that his packer supply him

with government-stamped beef; let him advertise that he handles nothing else; and let us watch results. If we mistake not, he soon would draw all the trade from his neighborhood, and thus compel his competitors to follow suit.

But if it takes federal action to bring everybody into line for this reform, let us get busy impressing our men at Washington with the desirability of passing the necessary legislation and appropriation.

## LONG CROPS AND SHORT PRICES

THE ANNUAL TUG-OF-WAR between those who hope for large crops and those who pray for high prices is about concluded for the season of 1926, with the honors mainly going to the former. Of our "chief money crops," says a government report, production of cotton, wheat, and fruit is "large enough to depress prices somewhat." As a result, burning of four million bales of cotton has been advocated in the South.

Besides the money crops, there are "our three great feed crops"—corn, oats, and hay—of which supplies promise to be "reasonably ample," but not excessive. Late rains added to the corn outlook, giving satisfaction to one group of contestants. On the other hand, the moisture served to keep the corn green, thus increasing the probability of considerable soft grain, which lent encouragement to those in the opposing camp.

All in all, the general crop prospect, we are told, is sufficiently favorable to lower the index number of the purchasing power of farm products from 93 in August, 1925, to 82 in August of this year, using the average for the five years immediately preceding the World War as a base of 100.

When live-stock quotations advance a dollar, everybody loads to get in on the gain, with the result that the market breaks at once. Good prices following a short crop of wheat or corn one year immediately set every tiller to work to increase his acreage, flooding trade channels the next year with an over-supply for which there is no demand. High prices presuppose restricted production. Continued high prices imply a measure of self-restraint—a degree of intelligent, organized team-work for which a majority of our farmers do not yet seem to be ready.

Labor is maintaining or improving its wage scale by limiting the number of apprentices and, by federal legislation, passed largely through its influence, checking the inflow of immigrants. Until our farmers adopt methods of co-operative effort in their field of production, instead of each continuing to build his hope for success on the chance of his neighbor's failure, we shall not advance very far in general agricultural prosperity.



## PER CAPITA MEAT CONSUMPTION

**I**N THE PAST we have repeatedly printed meat-consumption figures. Though all originated in some government bureau or other, they often failed to agree. For those who have to do with statistics, it is confusing if the same facts are handled by more than one agency, reaching different conclusions and publishing each its own results, which in turn are subject to "revision" on the receipt of new or more definite information.

We have had some correspondence with the bureaus at Washington responsible for the compilation of these meat figures. We have suggested a measure of co-operation among the men working them out, and that no data be given to the public until all the facts were to hand. In general, it is explained that further digest of the material, or later secured data, frequently necessitate changes in previous estimates.

From the Bureau of Animal Industry we have now received a new set of per-capita meat-consumption totals which goes back to 1907—the first full year of federal inspection—and purports to be final. To have the record complete, we print it here, asking our readers to discard all conflicting tables found in former issues of THE PRODUCER:

Year	Beef	Veal	Mutton and Lamb	Goat	Pork	Total Meats	Lard	Meats and Lard
1907.....	77.5	7.4	6.4	0.1	67.7	159.1	12.1	171.2
1908.....	71.5	7.0	6.3	0.1	70.0	154.9	12.9	167.8
1909.....	75.4	7.5	6.6	0.2	60.1	149.8	11.5	161.3
1910.....	71.1	7.4	6.4	0.2	57.1	142.2	11.4	153.6
1911.....	67.7	7.0	7.8	0.1	64.5	147.1	11.3	158.4
1912.....	61.1	7.0	8.1	0.1	61.8	138.1	11.2	149.3
1913.....	60.6	5.0	7.5	0.1	63.0	136.2	11.4	147.6
1914.....	58.4	4.4	7.4	0.2	62.3	132.7	12.2	144.9
1915.....	54.5	4.3	6.3	0.2	59.5	124.8	12.9	137.7
1916.....	56.0	5.3	6.1	0.2	60.1	127.7	13.6	141.3
1917.....	59.5	6.5	4.6	0.2	49.3	120.1	11.7	131.8
1918.....	63.0	7.4	4.7	0.2	54.8	130.1	13.3	143.4
1919.....	61.6	7.7	5.8	0.1	54.8	130.0	12.3	142.3
1920.....	63.1	7.6	5.5	0.1	60.5	136.8	13.3	150.1
1921.....	56.9	7.0	5.9	.....	63.5	133.3	11.3	144.6
1922.....	60.4	7.3	5.0	.....	66.1	138.8	14.2	153.0
1923.....	61.3	7.8	5.2	.....	74.7	149.0	15.3	164.3
1924.....	61.5	8.2	5.2	.....	74.7	149.6	15.4	165.0
1925.....	62.1	8.7	5.2	.....	67.6	143.6	13.2	156.8

In these figures, of course, is comprised all slaughter—federally inspected, state and locally inspected, and uninspected farm or neighborhood slaughter. Animals killed under federal inspection average about two-thirds of the whole number. So-called "extra-edible parts" (livers, hearts, tongues, etc.) are not included.

## THE UMATILLA CONTROVERSY

**I**N THE DISPUTE between the Forest Service and the graziers on the Umatilla National Forest, in the State of Washington, the issues involved in which we have described in previous numbers of THE PRODUCER, there is now to be recorded a new ruling by the Secretary of Agriculture and the Chief Forester. The decision is this:

It is the feeling of this office that it is wholly unnecessary to go into the question of whether either the city [of Walla Walla] or the Secretary of Agriculture has the legal authority to enter into a formal agreement signed by them. There can be no question, I believe, but that the Secretary of Agriculture may in the public interest restrict the use of national-forest lands and, where it is believed inadvisable, may prohibit the grazing of live stock on any particular area. Of course, no such prohibition will be made unless the secretary is satisfied that this shall be done in the public interest.

With respect to the watershed in question, I can only say what has been hitherto stated; that is, that we feel obliged, in view of the understanding reached with the officials of the city of Walla Walla, to live up to the terms of that understanding until every effort is exhausted to create a further arrangement which is mutually satisfactory to the government and the city officials. The subject, I am sure you understand, is one which is being quite thoroughly considered by representatives of the city and the local forest officers.

Let us briefly recall the facts: In 1918 the Department of Agriculture entered into an agreement with the city of Walla Walla for the protection of the watershed of Mill Creek, on the Umatilla National Forest, from which the city was drawing its water supply. Subsequently, in 1925, at the request of the city officials, who feared pollution of the water from the presence of live stock, the watershed was closed to grazing. Upon the protest of the excluded stockmen, the case was referred to the United States Public Health Service, which ordered an investigation. The report of the scientist making the examination stated, among other things, that domestic live stock does not transmit water-borne diseases to human beings, and that therefore the presence of live stock on the watershed was not a menace to the health of that community. On this finding, the stockmen expected to be reinstated, but were informed that, under the terms of the agreement, nothing could be done without the consent of the city officials. As no comfort was received from the latter quarter, they again appealed to the department, with result as above noted.

In this ruling the ground seems to be taken that, entirely irrespective of any formal agreement entered into, the Secretary of Agriculture has the legal right to restrict the use of lands located within national forests whenever he deems such action to be in the public interest. Technically, no doubt, he is right in this, as he presumably also is right in holding that it requires the consent of the other party to the contract to modify its terms. But, in view of the findings of the government expert, how can the exclusion of live stock in this case be deemed "in the public interest," and why cannot the Forest Service join with the users of the forest grazing in bringing pressure to bear on the city officials?

"I am always glad to read THE PRODUCER, and think you are doing good work."—W. E. HALSELL, Kansas City, Mo.

# THE STOCKMEN'S EXCHANGE

## DIRECT MARKETING OF LIVE STOCK

MARFA, TEX., October 18, 1926.

TO THE PRODUCER:

Considerable complaint has been offered during recent years against the direct-shipment method of marketing live stock, as practiced by the Mistletoe yards at Kansas City. This method is growing, not only in Kansas City, but at other markets as well.

One striking feature of the controversy is that the complaint is not coming from the parties directly interested—the packer and the producer—but seems to have originated in the camp of non-participants—viz., commission men and stock-yard companies.

Evidently this business arrangement does not come about through mutual admiration or affection, but is based on cold facts—that of dollars and cents. Doubtless the packer figures that eliminating middlemen's profits results in a great saving; and, on the other hand, the producer calculates that, by eliminating these in-between profits, the packer can well afford to allow him more for his labor and products than if these latter were consigned to a commission firm, to be subjected to the fixed charges at the yards.

It would seem difficult indeed to undertake to defend the direct method of marketing as being safe and sound in principle. The old axiom, "It takes two to make a trade," is violated by the fact that the packer plays the role of both buyer and seller. He fixes the price for himself and the producer. However, his action may be justified, in a degree, as choosing the less of two evils.

The American National Live Stock Association at its convention in Phoenix last January passed the following resolution regarding the marketing of live stock:

"This association stands, as always, for the right of the stockmen of the country to market their stock where and how they please, and favors more, rather than fewer, markets and more systems of marketing, as well as elimination of marketing charges where possible. . . . We are unalterably opposed to all measures tending to limit the number of markets, or to restrict the liberty of the individual in seeking a market . . . for live stock."

This resolution, it seems, justifies the packer in reducing unnecessary expenses, as long as he divides with the producer.

This is the day of organization. Every business under the sun, it appears, is organized, except that of the ranchman and farmer. These have never been able to organize to the extent of protecting the price of their commodities. From the time a shipment of live stock is loaded, the interest of every individual who handles, or is interested in handling, it is protected through organization. But the interest of the producer is not protected. His commodities—the fruits of his labor—come in fierce competition with the world, and even with his nearest neighbor.

The trend of organization is to destroy individuality and stifle competition. The shipper of live stock does not deal so

much with his commission firm as with the association of which the firm is a member. Organizations are governed by rules and regulations, as adopted by their respective bodies, whether it be commission men, stock-yard companies, or packers.

Seemingly the brightest ray of hope of relief on the horizon of the live-stock and farming industry is in the future of co-operative marketing. Despite the fierce competition and vicious jolts which the co-operatives have encountered, they have made wonderful strides of progress. One of the hardest knocks received lately was administered by Secretary Jardine, who is quoted as saying:

"I doubt if the principles of co-operative marketing could ever be applied to live-stock production, except in the case of the co-operative shipping association. The lack of business principles and lack of honest leadership in the co-operative movement have been its ruin up to this time, and the government is not ready as yet to trust any co-operative movement with money to operate with. In the event of a loan to any co-operative organization, the government must be well represented in the management of the concern."

It is indeed discouraging to the co-operatives that, according to Mr. Jardine, their competitors have a monopoly on business efficiency and honesty; yet it is consoling in the extreme that they will be left alone, free to act, and that there is no immediate danger of such organizations being bound, fettered, and strangled with red tape furnished by the administration at Washington. The most promising feature of the situation is that as yet they have not reached the point of seeking the aid of the government, along with its mismanagement.

L. C. BRIDE.

## CONSUMER OF BEEF SHOULD BE PROTECTED

MAPLE HILL, KAN., October 17, 1926.

TO THE PRODUCER:

I much dislike the idea of continual government interference in private business. Lately there seems to have been a wave flowing in the direction of demands, in first one and then another section, calling for support or control by government agencies. These suggestions have generally been unsound in principle, and, thanks to our level-headed President and the more conservative of our lawmakers, we have escaped without any serious legislative calamity.

It must not be forgotten that the farmers, feeders, and cattlemen in the Middle West have come through very unprofitable times, with heavy losses in many instances. The farmer-feeder has been running a legitimate business, in which he has spent a lifetime, and he finds suddenly that he is up against heavy losses, with his capital dwindling or disappearing, while the country generally is prosperous. So he sets his wits to work to find where the trouble is. He vaguely sees many troubles, but one he can point his finger to, he thinks, unerringly, and this is the fact that many unscrupulous



retail butchers sell and deliver to the innocent housewife an inferior article, while she asks for and pays for the best.

This is what we want to stop. There is a demand for all the different grades of beef. Many families want the cheaper grades, while others want a higher grade and are willing to pay for it—often do pay for it, and yet do not get it.

The butcher knows what he is buying, and he knows what he is selling. But the public ask for some assurance that they are getting what they are paying for. They are not asking for a better average of beef than is being supplied, but they want the truth. I know many who would like to have a piece of good beef every day on their table, but would rather go without than be forced to eat the stuff that is so often the only beef on sale in many of the smaller towns. I am told that in Wichita a movement was started last winter to get better beef in the hotels and some of the restaurants. The public knew they were getting the best, and it brought about remarkable results for the better.

Of course, I expect to hear the beef specialists of the packers say: "We have only to do with the butcher to whom we sell. The meat sells in the way it appears to the eye of the buyer." No doubt that is true. We are not presuming to protect the butcher; he can well take care of himself—often at the expense of the consumer. The housewife has no eye for beef, or seeing she does not perceive. It is she and her family whom we want to protect, and at the same time enhance the price of the prime product materially, without detracting in any way from the cheaper cuts.

WILLIAM J. TOD.

#### ALL GRADES OF BEEF SHOULD BE MARKED

LARKSPUR, COLO., October 10, 1926.

TO THE PRODUCER:

As far as "truth in meats" is concerned, my notion is that all grades should be marked. If this is too complicated, the start should be made, not with the top, but with the bottom grades. If they can mark only one grade, then let them mark the T. B. variety!

If we want a really fancy scheme to work on, let us insist that the packer mark all grades, and then retail the beef himself. When this millennium arrives, the cow business will cease to be a jest.

R. P. LAMONT, JR.

#### OMAHA HORSE AND MULE COMMISSION CO.

M. J. (Bud) SMITH, Mgr.

Commission Salesmen of Horses and Mules

Union Stock Yards, South Omaha, Nebr.

Range Horses and Mules a Specialty  
from July to December

#### NEXT BIG SALE

Monday and Tuesday, November 22 and 23  
and every two weeks throughout the year

If you have either Horses or Mules to market this summer or fall, it will be to your interest to communicate with us before shipping elsewhere. Handled over 17,000 head the past year. We are not in this business simply to collect commission, but to earn it for our customers.

Correspondence invited.

Market information furnished.



## COME TO EL PASO

and see

## Juarez, Old Mexico

El Paso will extend an invitation to the American National Live Stock Association to hold its 1928 meeting in the Convention City of Texas.

El Paso is only five minutes' ride from Juarez, Old Mexico, where the customs of Mexico are still observed, and where the picturesque costumes and architecture are to be seen.

El Paso has twenty hotels, including a new million-dollar building just completed. Liberty Hall has a capacity of 5,000, with committee rooms and the finest auditorium in West Texas.

El Paso is in the heart of the cattle country, and its people speak the language of the cattleman.

El Paso's gates are open to you and your families. Drive in and hitch!

#### Bureau of Conventions El Paso Chamber of Commerce

El Paso, Texas

COURTESY OF HOTELS PASO DEL NORTE,  
ORNDORFF AND SHELDON

"Where Sunshine Spends the Winter"

# WHAT THE GOVERNMENT IS DOING

## LIVE-STOCK FREIGHT RATES

**B**Y ADVICE sent out October 15, 1926, the Western Trunk Line Committee announced that the proposition submitted by some carriers to add a charge of \$5 per car on all shipments of live stock stopped at any market and then re-forwarded was not approved. This extra charge will, therefore, not be imposed.

The elimination of the Kelly combination rule on live-stock rates, which was agreed to by the Western Trunk Line Committee, and published, effective October 1, in certain Western Trunk Line tariffs and in some of the live-stock tariffs of the individual carriers, was, on the application for suspension filed by the American National Live Stock Association and the Denver Live Stock Exchange, suspended by the Interstate Commerce Commission, and the case (known as Docket 2765) has been set down for hearing at Chicago on November 12.

On October 28, 1926, the American National Live Stock Association, the National Wool Growers' Association, the Wyoming Stock Growers' Association, and the Wyoming Wool Growers' Association filed a complaint with the Public Service Commission of the State of Wyoming, asking for the establishment of reasonable single- and joint-line maximum distance rates on live stock between points in the State of Wyoming.

## NEW BEDDING CHARGES SUSPENDED

**P**ROPOSED INCREASES in bedding charges in Central Freight Association and Western Trunk Line territory, scheduled to go into effect October 1, have been suspended by the Interstate Commerce Commission until January 1, 1927. The rates were to be advanced from \$1 to \$1.50 per single-deck car and from \$1.50 to \$2.75 per double-deck car in Central Freight Association territory; while in Western Trunk Line territory the new rules would impose the same charge for bedding previously used, if meeting the requirements of the carrier's agent, as for a freshly bedded car.

## CONSENT DECREE BEFORE COURT

**F**INAL ARGUMENTS on the appeal of the big packers to have the so-called "Consent Decree" permanently set aside were heard by the Court of Appeals of the District of Columbia on October 4. Charles E. Hughes, former Secretary of State, appeared for the packers. In asking that the District Supreme Court be overruled, he contended that the court had exceeded its judicial powers in entering the decree in the first place, since there had been no finding of fact that a violation of the law had taken place, and that Attorney-General Palmer had abused the authority of his office in requiring the packers to enter into the agreement.

## ACCESS TO PACKERS' BOOKS DENIED

**T**HE GOVERNMENT'S RIGHT to examine the books of the large packers, which has been in litigation for several years, was decided adversely to the government in a decision rendered on October 27 by the United States Circuit Court of Appeals at Chicago. The mandamus proceedings instituted by the Attorney-General and upheld by Federal Judge Cliffe were ordered dismissed.

At the same time, the packers' claim that the federal courts have no jurisdiction in the matter was dismissed. The decision further ruled that, in the event of irregularities being discovered and an investigation being started, the books might be legally seized.

Probably the case will now go to the United States Supreme Court.

## TO GATHER INFORMATION IN FOREIGN FIELDS

**P**LAN TO DEFINE and expand the foreign activities of the Department of Agriculture, with a view to increasing the exports of American farm products, are under way. A bill with this object was introduced in Congress last winter, passed by the House, and reported favorably by the Senate committee. It is hoped that it will become a law at the approaching session.

Under this plan it is proposed to send trained experts into foreign countries in order to gather information concerning costs of production, marketing methods, prospective demand for American commodities, and other matters of importance to our farmers in finding a wider outlet for their surplus products and in coping more successfully with their foreign competitors.

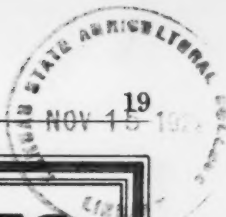
A concrete illustration of the work to be undertaken is the collection of exact data on the development of the live-stock industry in South America, of wheat-farming in southern Russia, of wool-growing in Australia, of dairying in New Zealand—all in active rivalry with our domestic producers.

These representatives of the Department of Agriculture would be given the rank of attachés, and would be attached to the diplomatic service of the United States.

## STANDARD CLASSIFICATION OF LIVE STOCK

**L**ACK OF UNIFORMITY in the use of trade names has ever been a source of confusion and worse to patrons of live-stock markets. While the terms might be identical, varying meanings have been attached to them, not only between the different markets, but frequently between individuals on the same market. The resultant uncertainty in describing market happenings, the disappointment often caused to producers





shipping to more than one market, and the aggregate waste all around have been very material.

Attempts at harmonizing and defining live-stock trade terms have previously been made. Early in the present century Professor Herbert W. Mumford, assisted by Professor Louis D. Hall, of the University of Illinois, undertook the task of bringing about a higher degree of uniformity, and the results of their investigations were published in a series of bulletins. With the growing refinements of present-day marketing, however, the need of further elaboration has become evident. In Department Bulletin No. 1360, "Market Classes and Grades of Live Stock," C. E. Gibbons, of the Bureau of Agricultural Economics, has formulated a set of class and grade terms for live stock which, it is hoped, will fit trade requirements and eventually be accepted as a standard at central markets throughout the country.

The schedule proposed follows the general system of classification now in vogue, but adds several new groupings. For instance, cattle are divided into five classes, according to sex condition: Steers, Heifers, Cows, Bulls, and Stags. These classes then are arranged into subclasses, on the basis of relative suitability for certain general uses, as Slaughter, Feeding, and Breeding. Subclasses are divided into age selections, as Yearlings, Two-Year-Olds, etc.; which again are subdivided into weight selections—Light-Weights, Medium-Weights, and Heavy-Weights. Finally, each weight selection includes several grades, according to degree of Conformation, Finish, and Quality.

Taking steers for illustration, we have the following arrangement, with similar grades as here shown for each of the succeeding weight selections:

- A. Class—Steers.
  1. Subclass—Slaughter.
    - a. Age selection—Yearling.
      - (1) Weight selection—Light-weight (800 pounds down).
        - (a) Grade—Prime or No. A1.  
Choice or No. 1.  
Good or No. 2.  
Medium or No. 3.  
Common or No. 4.  
Cutter or No. 5.  
Low cutter or No. 6.
      - (2) Medium-weight (800 to 950 pounds).
      - (3) Heavy-weight (950 pounds up).
    - b. Two years old and over.
      - (1) Light-weight (1,100 pounds down).
      - (2) Medium-weight (1,100 to 1,300 pounds).
      - (3) Heavy-weight (1,300 pounds up).
  2. Feeder.
    - a. All ages.
      - (1) Light-weight (850 pounds down).
      - (2) Medium-weight (850 to 1,000 pounds).
      - (3) Heavy-weight (1,000 pounds up).
  3. Stocker.
    - a. All ages.
      - (1) Light-weight (600 pounds down).
      - (2) Medium-weight (600 to 750 pounds).
      - (3) Heavy-weight (750 pounds up).

The pamphlet is illustrated by halftones of animals of the various classes, generally of the grade specified as "good."

In addition to the grade standards for live cattle, mentioned above, and for dressed beef, described in our July number, the Bureau of Agricultural Economics is at work on market grades of vealers and veal, calves and calf carcasses, sheep and lambs, and dressed mutton and lamb. The co-operation of "educators, students, and members of the trade" is invited. A series of conferences for the purpose of giving these classes of the public a chance to be heard is being conducted this fall. Those held after the appearance of this number of THE PRODUCER are: Denver, November 13; Fort Worth, November 16; Kansas City, November 19; Omaha, November 23; South St. Paul, November 26; Chicago, December 3.

# THE MARKETS

## LIVE-STOCK MARKET IN OCTOBER

BY JAMES E. POOLE

CHICAGO, ILL., November 1, 1926.

OCTOBER developed a cattle-market situation for which there is scant precedent. The beef-rail groaned constantly under its load, and whenever a bid was made for cattle the country responded. In one respect the market was stable, as it could be depended on to run into foul weather every alternate week. The last week of October, Chicago wrestled with 93,000 cattle—unsuccessfully, for the reason that a clearance was not effected. This is an annually recurring and seasonal condition; consequently it should not provoke surprise, although on this occasion it was aggravated by the ghost of the recently advertised and politically disturbing corn surplus. October always marks the inception of a cattle clean-up, which reaches the peak stage after the first blast of cold weather, when stock that is not likely to pay its board through the winter is given the Jonah degree—otherwise thrown overboard. To this bovine mess were added, on this occasion, a grist of big bullocks that had overstayed their time in the feed-lot, patiently nursed by hopeful feeders that something resembling last season's market for heavy cattle would turn up. This hope was revived and restrained by prompt partial recovery of prices on each light, or even moderate, run, indicating that even heavy beef was going into distributive channels promptly. It was a veritable feast for killers, and in striking contrast to semi-famine conditions in the hog market, whence the big packers were frequently excluded by keen competition from other buying sources. Of cattle they always had plenty, with some to spare.

## Truly a Gem of Efficiency



Keen-cutting edges of finest tool steel; the natural, easy-closing motion gets powerful results—a clean, neat job, amply cupping the horn. Ideal for dehorning calves up to twelve months; weight, only 1¼ pounds; length, 13½ inches.

### —Special Offer—

Send us \$5.00 for the Superior Dehorner, and we will include one quart can of the famous Anchor Brand Dehorning Paint, both prepaid in the U. S. A.

## Anchor Brand Dehorning Paint

Acts as an antiseptic dressing, adhesive, soothing and healing; protects the horn cavity. Can be used on surface incisions, scratches, wire cuts, shear cuts; to repel attacks of Screw Worm Flies, Wool Maggot Flies, and protect the wound from outward contaminations.

Qts., \$1.00; ½ gal., \$2.00; gal., \$3.00; 5 gal., \$12.50

Freight or postage prepaid in the U. S. A.

Made only by

**The Antiseptic Products Co.**

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## Hereford Qualifications

Hardy and resistant to disease.  
Energetic and strong of constitution.  
Rustlers for food under all conditions.  
Economical feeders and easy keepers.  
Foragers without a peer.  
Ornate and pleasing to the eye.  
Remunerative to their owners.  
Docile cattle, easily handled.  
Supreme market toppers.

AMERICAN HEREFORD  
CATTLE BREEDERS' ASSOCIATION  
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## CHEAP Fifty Choice Registered Hereford Heifers

Will be two years old in February and March. Domino, Beau President and Beau Mischief breeding.

J. M. CAREY & BROTHER  
CHEYENNE, WYOMING

## FOR SALE—Registered Herefords

50 coming two-year-old bulls  
50 coming yearling bulls  
80 coming two-year-old heifers  
50 coming yearling heifers

### EXTRA GOOD QUALITY

Sired by bulls mostly of Anxiety breeding. Can be seen on our Greenwood farms.

WOODS BROTHERS, Lincoln, Nebraska  
CYRUS A. TOW, Greenwood, Nebraska

### Prices on Heavy Cattle Working Down

Fluctuations of 75 cents to \$1 per cwt. in values, particularly of heavy cattle, were of weekly occurrence, but each rebound from low levels failed to attain the previous high point, which is always indicative of a weak technical position. These heavy cattle runs were not largely stockers, butcher cattle, and bovine trash, but carried a large proportion of good corn-fed cattle that had been munching at the feed-box eight to twelve months. Most of them could have been advantageously disposed of last July and August before attaining undesirable weight and running up a feed-bill, even with cheap corn that was prohibitive of profit in the finality of the transaction. That killers did not need the beef was evidenced by their refusal to take fat 1,300- to 1,500-pound bullocks during the last week of October at \$8.50 to \$8.75, feeders buying them for a quick turn. Hundreds of these cattle went to Illinois and Indiana, to be held until the market worked out of the rut. Killers bought thousands of fat steers weighing 1,350 to 1,600 pounds at anywhere from \$9 to \$10 per cwt. that would have been worth \$14 to \$15.50 a year ago. Getting a bid on such cattle was a compliment, as a stale stock accumulated promptly.

### Consumers as Usual Fail to Benefit

Of course, consumers got little benefit from the débacle. A variation of \$10 per head in the value of a live bullock does not go back to the man who cuts up the beef and passes it over the counter, or to the restaurant, hotel, or dining-car. When killers find their coolers glutted with beef, they slash prices to effect a clearance, creating bargain sales, at which boners and meat-pressers who concoct delicatessen stuff "sit in" complacently; but the ultimate consumer never hears anything about it. Beef-jobbers—the recently created group of middlemen who take beef from packers' coolers and place it in retailers' ice-boxes—made a veritable clean-up at producers' expense during October. Retailers in a position to go into packers' coolers and bargain for entire carcasses were also beneficiaries of the series of glutted cattle markets, but the rank and file of market men, supplied by jobbers furnishing them with credit, knew nothing about what was happening either in fat-cattle or in wholesale dressed-beef circles.

### No Comparison with Last Year's Conditions

Heavy cattle, convertible into beef good enough for any trade, that were worth \$11 or more at the high time, had to sell under \$10; a plainer type, around or below \$9. Late in October \$10.75 took 1,300-pound steers good enough for Barney Heide's car-lot show at Chicago in December, and every additional hundred pounds a bullock carried took 50 cents off the price. Harking back to the \$15 to \$16 market for that kind of cattle a year ago is senseless, as they were so scarce at that period that packers were under the necessity of sending buyers to the country to insure a supply of heavy beef to meet hotel and steamboat contracts. Always the killer goes to the feeder when anything is scarce; during periods of plenty the feeder is under the necessity of going to the market.

### Spread Great between Big Steers and Yearlings

A condition finally developed where heavy cattle and yearlings of comparable condition and quality were \$2 per cwt. apart, which never happened before and may not happen again, as it is doubtful if the Corn Belt will ever again be able to gather such an aggregation of big beef. Yearlings at \$12.40—the output of the Babcock feed-lot, South Dakota—and choice 1,400-pound bullocks at \$10.50 were the tops of the respective types one day late in October. While prime heavy cattle, good enough for a show, had to sell at \$10.25, indifferent yearlings were eligible to \$11, fed heifers were worth



\$11.50, and grass heifers that had been short-fed, \$10.50. Each morning buyers went afield, picked up anything in the run weighing from 1,000 pounds down as a preliminary gesture, picked on the 1,100- to 1,200-pound delegation on the second round, and rarely got to the big cattle the same day. After each successive combing the weight of the residue increased, making it less desirable. Carried over a day or so, heavy cattle became stale, and were heavily penalized on that account.

#### Market on All Classes Depressed

Naturally a stagnant market for heavy cattle sympathetically depressed everything else wearing a hide. Yearlings would have been worth more money unhampered by the "big brutes," and short-fed steers with a little weight ran into squalls. One week killers pounded short-feds or warmed-up cattle, prompting feeders to hold them out the next week, when heavy cattle went under the hammer. Finally a healthy butcher-cattle market was swatted, owing to the adverse influence of relatively cheap steers. Decent native grass steers at \$6.50 to \$7 damaged the market position of \$5 to \$6 cows, breaking them 75 cents or thereabout in a few hours late in October, when a buyer could not be induced to look at anything except a specialty. Salesmen resorted to the ingenious method of tying heavy steers to yearlings, refusing to consider bids on little cattle unless the prospective buyer gave the overweights consideration. Even a high-rolling canner and cutter market finally collapsed, the only stable article being bologna bulls, which have been abnormally scarce all this season. Western range cattle got down to such low levels early in October that, between killer and feeder competition, they were able to work a little higher as the month progressed. Most of the western range cattle finding the slaughter outlet sold at a range of \$7.50 to \$8.50, a few at \$9 to \$9.25, and a sprinkling at \$7 or less. There was not enough western grass beef in the run to make a market, but it was handicapped by a grist of Wisconsin stuff, Mineral Point pasturemen cutting loose in anticipation of winter, to find an \$8 to \$8.50 market for their good cattle, some of which were sent back to go on dry feed in preference to such sacrifice.

#### Supplies Vary Abnormally

Much of the tribulation that cattle-feeders encountered at the market during October was due to feast-and-famine supply conditions, supply varying 20,000 or more weekly. The second week of the month Chicago received 90,000; the last week, 93,000; and these excessive supplies were not stock cattle, cheap cows, or western grassers, but beef. Prices made substantial recovery on the short-supply weeks, which merely furnished an excuse to create another glut.

#### Hog Trade Quite Satisfactory

Hog-market conditions have reversed the unsatisfactory cattle deal, for the reason that there were not enough hogs to go around most of the time. Eastern shippers were constantly in the Chicago market for 35 to 40 per cent of receipts, the big packers frequently getting only a handful wherewith to satisfy fresh-meat trade. An advertised October bear campaign never made serious headway, prices being maintained well above the level of a year ago, most of the good hogs weighing from 160 to 300 pounds selling at \$13 to \$14; packing sows, at \$10.50 to \$11.75. The trade gradually ran out of the old crop of big hogs, average weight dropping from close to 300 to 225 pounds. Shot of the new crop, weighing 180 pounds down, showed up in increasing numbers as the month wore along, and were grabbed to satisfy voracious fresh-meat consumption. Sporadic outbreaks of hog cholera were responsible for a sick-pig crush at the market about mid-October, when \$6 to \$8 bought them by the thou-

## For Sale High-Class Dehorned Herefords

The Matador Land and Cattle Company has for sale, for immediate delivery, at Murdo and Matador, Texas—

3,000 two-year-old steers  
5,000 yearling steers  
2,000 yearling open heifers

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**GOOD QUALITY AND  
CONDITION**

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purchase stocker and  
feeder cattle

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Denver, Colo.

sand; but, as diseased herds were quarantined in the country, these invalids disappeared. A heavy lard stock was a bear argument in the case of big hogs, but with dwindling numbers they escaped punishment. The course of the hog market was as satisfactory as that of cattle trade was unsatisfactory to producers.

#### Lambs Show Decline

Lambs broke late in the month, the extreme decline being about \$1 per cwt., putting the top down to \$14 from \$14.75, and cull lambs to an \$8.50 to \$9.50 basis. Sheep varied little, most of the fat ewes making \$5.50 to \$6.50. The surprise of live-mutton trade was the manner in which feeding-lamb values were maintained in the face of liberal receipts and unfavorable weather all over the region east of the Missouri River. As fat lambs declined, feeder grades actually advanced, until thin westerns were on a parity with, to 25 cents above, fat stock, \$13 to \$13.75 taking the bulk, with light "black-faces" at \$14 to \$14.25. Prediction had been confidently made that October would find the Corn Belt full of thin western lambs, and that bad weather would send thousands taken out earlier in the season back to the market in little better condition than when taken out; but nothing of that nature happened. In fact, late October prices for thin western lambs were practically at the high level of the season, considering that current supply represented the dregs of the season's gathering.

#### WESTERNS FAIL TO COME UP TO EXPECTATIONS

THE WESTERN CATTLE SEASON did not open auspiciously, and has not acted encouragingly since. The early run from the Northwest comprised a lot of dry-area stuff from

Montana and the Dakotas, moved under stress of necessity. Not until September did any considerable quantity of range beef reach Chicago, and thereafter the crop carried a generous percentage of aged cows, grass heifers, and stock cattle. Prices moved up 50 cents to \$1 per cwt. in sympathy with the September rise on fat cattle, but followed these down late in September when the break occurred. With an excessive supply of corn-fed beef constantly on hand, killers were not clamorous for the grass article, taking it only at low prices. From a beef standpoint, especially when compared with conditions at the corresponding period last year, it was a mean market.

This season's run emphasizes the radical change which cattle production in the Northwest has undergone since the war. Much of the supply has comprised settlers' cattle in small consignments, and eligible to the designation of "western" only because they wear brands. Old-time long strings of standard-bred "whitefaces" are conspicuously absent, and the stocker phase of the crop is the largest on record on a percentage basis.

Feeders were not in a mood to buy cattle until well along in September—especially the fleshy kind that thrives best with a two-way outlet; the result being that killers took this stuff at any old price, much of it going to the cannery. Fat grass heifers, especially the yearling type, were always ready sale, and a healthy canner market made a wide outlet for aged range cows.

Up to October 1, the best Montana fat grass cattle sold at \$9 to \$9.50, and the bulk of the grass steers from the north-western grazing area at \$7 to \$8.50, long strings going over the scales at \$7.50 to \$8. It was mainly a \$5 to \$6 deal on grass cows, with a few specialties at \$7 to \$7.50. Most of the grass heifers went at \$6.25 to \$7.75, with a few up to \$8.50 or bet-

# Prince Domino Herefords

## Yearling Range Bulls For Sale

We have a number of low-set, big-boned, good-quality bulls from ten to sixteen months old to offer.

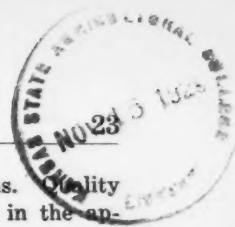
## The Ken-Caryl Ranch Company

LITTLETON, COLORADO

FRANK J. SMITH, *Manager*

JACK LAWRENCE, *Herdsmen*





ter. Feeders paid up to \$9.25 for well-bred Wyoming yearlings, a spread of \$6.50 to \$7.60 taking most of the desirable western stock cattle, with a sprinkling of \$5.50 to \$6.25 stuff, anything under \$6 lacking decent quality.

Naturally it has been a poor season for Kansas grass cattle. Between high pasture rents, advancing cost of spring replenishment, growing unpopularity of grass beef, and an ample supply of corn-fed cattle, the pastoralist has run into a lot of trouble.

The late western market during October and November was active at firm prices. The bulk of the slaughter cattle went to killers at \$7.50 to \$8.50, with a few at \$9 or better, and the major portion of the stockers at \$6.50 to \$7.50. Jackpots with multiple ownership were numerous, indicating that dry farmers are getting into live stock as the only way out. One consignment of twenty-four carloads of Montana cattle late in October represented seventy-four owners in 751 cattle that went over the scales in 466 separate drafts, comprising calves, yearlings, two's, three's, cows, heifers, and bulls. How would you like to be the brand inspector? On this shipment his tally covered twenty-three pages. The shipment was from Ismay, Montana. It shows the drift of the western cattle industry.

Fortunately this season's western cattle harvest carried a short beef end, as grass beef was decidedly unpopular with killers, owing to plenitude of the corn-fed article. The stocker end of the run actually realized more money than last season; this statement excluding fleshy feeders, for which there was little or no country demand.

### THE DENVER MARKET

BY W. N. FULTON

DENVER, COLO., November 2, 1926.

THOSE WHO, at the opening of the fall shipping season, predicted a shortage in the cattle supply from the western ranges this season had their prophecy partly fulfilled in October. The splendid weather prevailing in the range country during the fall, enabling stockmen to leave their cattle on the high ranges longer than usual, was partially responsible for the decrease. Disposition on the part of shippers to wait for later markets, in the hope of better prices, also was a factor. Trade was active at Denver during the entire month. Receipts were well distributed, and a steady stream of buyers coming to this market for their feed-lot supplies from the Corn Belt country, and, late in the month, from northern Colorado, created a demand that held prices up well and resulted in a very satisfactory business. Good fat steers were selling at the beginning of October at \$7 to \$7.75 for the bulk of the offerings, with a top of \$8.50; late in the month the majority were going into packers' hands at about the same prices, with tops selling at around \$8.25. The number taking that route, however, was limited, as packers appear to prefer cows and light heifers. Cows were selling late in the month at \$5.50 to \$6.25 for a good to choice grade, whereas \$5.50 to \$6 was taking most of the desirable kinds a month ago, with a top at \$6.40. Choice fat heifers sold a month ago at \$7 to \$7.75, and at the close about the same prices were prevailing. Feeding steers went to the country early in October at \$6.50 to \$7.25, while numerous sales were made at the close at \$6.75 to \$7.50, with tops selling at \$8 to \$8.25.

**Hogs.**—The hog market was active throughout the month, with a strong demand from both packers and shipper buyers. Choice qualities were selling early in October at \$13.75, whereas later in the month the same grades were bringing \$13.25. The spread in the price between good and medium hogs is

narrower now than it has been for several months. Quality rather than weight is the chief factor at present in the ap-

Herd Bulls

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Pure-Bred Hereford Cattle

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## WHR BULLS

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We specialize in good calves and yearlings. Particular attention given to orders. We can furnish you any class of cattle that will do well in your locality, and at a price as low as they can be bought on the open market. Your interests will be protected in every way, both in cost price and combination freight rates. All correspondence cheerfully answered, whether you wish to buy or sell.

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praisal, heavy weights, if well finished, selling up as high as those of lighter weight.

**Sheep.**—The market on fat lambs was brisk during the month of October, and prices at the close were 50 to 75 cents higher than thirty days previously. Top fat lambs were selling at \$12.35 early in the month, while the same grades were bringing \$13 at the close, and during the middle of the month top lambs went up to \$13.90. Feeder lambs that sold at \$12.25 early in October brought \$13.15 at the close, and since Novem-

ber 1 a top of \$13.35 has been made. Fat lambs that sold at \$5.50 to \$5.75 early in the month were selling up to \$6 at the close. Feeder lambs are going into northern Colorado at a rapid rate, but opinions of those in close touch with the situation are that not over 75 per cent as many lambs will be fed in northern Colorado as a year ago, and some place the percentage even lower.

**Horses.**—Horse trade was fair during October, but the demoralized condition of the cotton market has seriously affected the demand from the South, and Denver has suffered to some extent. Indications at the close of the month were for a revival of this trade. Good heavy draft-horses are selling at \$100 to \$150 and up per head, with chunks at \$50 to \$80, and light horses from \$40 down. Good heavy work-mules are bringing about the same prices as draft-horses.

### GOOD SHORTHORN BULLS

Sire feeder calves that command a premium. Champion feeders at Denver four out of five past years were Shorthorns.

We will assist you to locate suitable Shorthorns.

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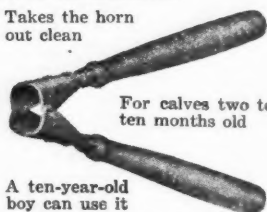
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For calves two to  
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A ten-year-old  
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### IS ABORTION A MENACE TO YOUR HERD?

Read what one cattleman says after using "Germ-a-Tone":

"CARTHAGE, Mo., May 20, 1926.

"After having fed 'Germ-a-Tone' for about nine months to our cows, I wish to say a few words in appreciation of the finding of a cure for abortion. Before using 'Germ-a-Tone' the cows just would not carry their calves to full time. We were up against it. Our local veterinarian told us there was nothing to do but vaccination and isolation, but that got us no place. Since using 'Germ-a-Tone' every cow has brought us a calf. Isn't that enough to be thankful for? So, to say the least, we sure are grateful to the guy that got up 'Germ-a-Tone.' It was the best \$5 I ever spent for medicine.

"B. V. LEWIS."

1 package ..... \$ 5.00  
(enough to medicate 200 pounds of salt)

3 packages (for 600 pounds of salt)..... 10.00

We pay the postage, guarantee results  
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**THE GERMICIDE COMPANY**

1316 Lincoln Street

Denver, Colorado

### COMPARATIVE LIVE-STOCK PRICES

**BELOW WE PRESENT FIGURES** showing prices on the principal classes and grades of live stock at Chicago on November 1, 1926, as compared with the previous month and a year ago:

	Nov. 1, 1926	Sept. 30, 1926	Nov. 2, 1925
<b>SLAUGHTER STEERS:</b>			
Choice (1,100 to 1,500 lbs.).....	\$10.00-11.75	\$10.40-11.85	\$13.75-15.85
Good .....	9.15-11.50	9.25-11.15	10.00-14.15
Medium .....	7.40- 9.65	8.10- 9.50	7.85-10.15
Choice (1,100 lbs. down).....	11.50-12.40	11.40-12.50	13.00-15.40
Good .....	9.75-11.75	9.50-11.50	9.75-13.25
Medium .....	7.40-10.90	8.00- 9.75	7.50- 9.75
<b>YEARLING STEERS AND HEIFERS:</b>			
Good to Choice (850 lbs. down).....	9.40-12.25	10.00-12.40	8.90-13.85
<b>HEIFERS:</b>			
Good to Choice (850 lbs. up).....	7.25-11.25	7.75-11.50	7.00-11.75
Common to Medium (all weights)....	5.50- 8.50	5.75- 8.75	5.00- 7.00
<b>COWS:</b>			
Good to Choice.....	5.75- 7.25	5.75- 7.90	5.50- 8.65
Common to Medium.....	4.25- 5.25	4.75- 5.75	3.85- 5.50
<b>FEEDER AND STOCKER STEERS:</b>			
Good to Choice (800 lbs. up).....	7.00- 8.35	6.60- 8.60	7.25- 8.75
Common to Medium.....	5.50- 7.00	5.65- 6.60	5.50- 7.25
Good to Choice (800 lbs. down).....	7.00- 8.50	6.50- 8.60	7.00- 8.50
Common to Medium.....	5.00- 7.00	5.75- 6.50	5.00- 7.00
<b>HOGS:</b>			
Bulk of Sales.....	11.75-13.25	11.50-13.50	10.30-11.25
<b>LAMBS:</b>			
Medium to Choice.....	12.00-14.10	11.75-14.00	13.75-15.50
<b>EWES:</b>			
Common to Choice.....	4.75- 7.00	4.75- 7.00	4.50- 8.25

### HIDES TAKE BACKWARD TURN

J. E. P.

**AFTER A SHARP UPTURN**, the hide market went into a quiet period late in October; but the underlying situation is healthy. Packers are well sold up, and holders of country hides are asking stiffer prices. At Chicago, heavy native steer packer hides have moved in large quantities at 15½ cents; heavy Texans and butt brands, at 14 to 14½ cents; light native cows, at 14 to 14½ cents.

Foreign prices have been well maintained, and the position of the domestic leather industry is showing improvement, sole leather and offal working into a strong position in consequence.

Much discussion is heard in the trade of a movement to secure congressional action in favor of a tariff on leather, owing to increasing receipts of foreign leather from Germany and Canada. Tanning can be done in Canada for two cents a foot less than in this country. Much raw stock is bought in this country, taken to Canada, and tanned; then brought



back to compete with domestic-made leather. Imports from Europe are also larger, and government figures show nearly twice as much leather imported during the first seven months of this year as in the same period two years ago.

An opinion is gaining ground that a tariff on hides, leather, and shoes would give the domestic tanning industry needed stimulus to restore much of the business lost in recent years. But a tariff on hides and leather means a tariff on shoes. Certainly consumers have had no cheap footwear as a result of free hides.

### LIVE-STOCK MARKET QUOTATIONS Monday, November 1, 1926

#### CATTLE AND CALVES

STEERS:	KANSAS CITY	OMAHA	DENVER
Good to Choice (1,500 lbs. up).....	\$ 8.50-10.15	\$ 8.50-10.10	.....
Choice (1,100 to 1,500 lbs.).....	9.50-11.10	9.50-11.60	.....
Good .....	8.50-10.35	8.50-10.60	\$ 7.90- 9.50
Medium .....	6.65- 8.85	6.75- 9.00	7.00- 7.90
Common .....	5.50- 6.65	5.25- 6.75	5.85- 7.00
Choice (1,100 lbs. down).....	10.35-12.00	10.60-11.90	.....
Good .....	8.85-10.75	9.00-10.85	8.00- 9.75
Medium .....	6.85- 9.15	6.75- 9.25	6.90- 8.10
Common .....	5.50- 6.85	5.25- 6.75	5.65- 6.90
Low Cutters and Cutters.....	4.50- 5.50	4.25- 5.25	4.50- 5.65
LIGHT YEARLING STEERS AND HEIFERS:			
Good to Choice (850 lbs. down).....	9.10-11.75	8.85-11.75	8.50-11.00
HEIFERS:			
Good to Choice (850 lbs. up).....	7.00-10.50	6.85-10.75	6.60- 9.85
Common to Medium (all weights)....	4.75- 7.75	4.90- 7.65	5.00- 7.60
COWS:			
Good to Choice.....	5.50- 7.25	5.60- 7.50	5.00- 6.75
Common to Medium.....	4.35- 5.50	4.35- 5.60	4.15- 5.00
Low Cutters and Cutters.....	3.50- 4.35	3.65- 4.35	3.00- 4.15
BULLS:			
Good to Choice (1,500 lbs. up).....	5.65- 6.00	5.40- 5.90	.....
Good to Choice (1,500 lbs. down)....	5.65- 6.15	5.40- 6.15	4.85- 5.65
Cutters to Medium.....	4.00- 5.65	4.25- 5.40	4.00- 4.85
CALVES:			
Medium to Choice.....	6.00- 8.50	4.75- 7.50	6.75- 9.00
Culls and Common.....	4.00- 6.00	4.00- 4.75	4.00- 6.75
VEALERS:			
Medium to Choice.....	7.50-11.50	7.50-11.50	9.50-12.00
Culls and Common.....	4.00- 7.50	4.50- 7.50	4.50- 9.50
FEEDERS AND STOCKERS—			
STEERS:			
Good to Choice (800 lbs. up).....	6.75- 8.25	7.00- 8.50	7.00- 8.25
Common to Medium.....	5.00- 6.75	5.00- 7.00	5.75- 7.00
Good to Choice (800 lbs. down)....	6.85- 8.50	7.00- 8.65	7.00- 8.25
Common to Medium.....	4.75- 6.85	5.00- 7.00	5.50- 7.00
HEIFERS:			
Common to Choice.....	4.75- 7.00	4.75- 7.00	5.25- 7.25
COWS:			
Common to Choice.....	4.00- 5.00	4.00- 4.85	3.75- 5.00
CALVES:			
Common to Choice.....	5.50- 9.50	5.85- 8.75	4.75- 8.25

#### HOGS

Top .....	\$12.90	\$12.75	\$13.10
Bulk of Sales.....	12.10-12.85	10.50-12.50	11.00-13.00
Heavy Weights, Medium to Choice.....	12.00-12.90	11.50-12.75	11.40-12.85
Medium Weights, Medium to Choice.....	12.50-12.90	12.25-12.75	12.10-13.10
Light Weights, Common to Choice.....	12.40-12.85	12.00-12.70	11.85-13.00
Light Lights, Common to Choice.....	12.25-12.70	11.25-12.40	11.75-12.70
Packing Sows .....	9.75-11.50	9.75-11.25	9.75-11.00
Slaughter Pigs, Medium to Choice.....	12.25-12.75	.....	.....
Feeder and Stocker Pigs, Med. to Ch.....	12.00-12.75	10.00-12.00	.....

#### SHEEP AND LAMBS

LAMBS:			
Medium to Choice (84 lbs. down).....	\$12.00-13.85	\$11.75-13.50	\$11.00-13.00
Culls and Common.....	8.00-12.00	8.25-11.75	8.00-11.00
YEARLING WETHERS:			
Medium to Choice.....	9.00-11.50	8.00-11.00	.....
EWES:			
Common to Choice.....	4.00- 6.35	3.75- 6.75	.....
Culls .....	1.50- 4.00	1.25- 3.75	.....



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Texas Cottonseed Crushers Assn.

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Stamford, Texas  
Authorized Manufacturers  
Get OUR Prices

## Quanah Cotton Oil Company

Established 1907

Manufacturers of

## TEXAS STANDARD 43% PROTEIN

SCREENED COTTONSEED CAKE, nut and pea sizes, specially prepared for range feeding, and COTTONSEED MEAL, sacked net 100 pounds full weight.

Have us quote delivered prices at your receiving station wherever located, and let us serve you.

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Quanah Cotton Oil Company  
Quanah, Texas

Mr. Feeder and Dealers:

We are Manufacturers and Ship in  
Carload Quantities

## COTTONSEED CAKE, NUT SIZE COTTONSEED CAKE, PEA SIZE COTTONSEED CAKE SCREENINGS and COTTONSEED MEAL

in straight carloads, or mixed to suit your requirements. Before you place your order, get our prices delivered at your receiving stations.

Sweetwater Cotton Oil Company  
Sweetwater, Texas

## Wanted to Buy

Your Cake Sacks and Empty Feed Sacks of All Kinds  
Write for Prices and Shipping Tags

Reference—First National Bank of Fort Worth

THE TAYLOR-RUBLE CO.

P. O. Box 772

FORT WORTH, TEXAS

## LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES showing receipts, shipments, and slaughter of live stock at sixty-four markets for the month of September, 1926, compared with September, 1925, and for the nine months ending September, 1926 and 1925:

## RECEIPTS

	September		Nine Months Ending September	
	1926	1925	1926	1925
Cattle*	2,396,530	2,157,374	16,891,094	16,939,435
Calves	569,957	565,528	5,049,542	5,135,323
Hogs	2,816,476	2,740,582	29,044,286	32,315,217
Sheep	3,278,819	2,627,449	17,155,443	15,582,295

## TOTAL SHIPMENTS†

	September		Nine Months Ending September	
	1926	1925	1926	1925
Cattle*	1,099,783	937,609	6,242,037	6,239,131
Hogs	1,139,711	1,092,199	11,042,657	11,801,299
Sheep	2,123,788	1,618,822	8,583,816	7,724,792

## STOCKER AND FEEDER SHIPMENTS

	September		Nine Months Ending September	
	1926	1925	1926	1925
Cattle*	521,405	426,625	2,147,369	2,283,206
Calves	26,199	18,005	133,733	128,365
Hogs	84,254	33,271	557,546	349,035
Sheep	1,080,509	856,905	2,744,780	2,245,995

## LOCAL SLAUGHTER

	September		Nine Months Ending September	
	1926	1925	1926	1925
Cattle*	1,290,450	1,226,516	10,531,968	10,532,370
Calves	378,472	397,821	3,608,692	3,898,990
Hogs	1,673,354	1,645,136	17,986,690	20,508,300
Sheep	1,146,961	980,804	8,521,396	7,821,206

\*Includes calves.

†Includes stockers and feeders.

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500 Rooms—Modern—Fireproof

Rates: Without bath, \$2.50 a day

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GEO. O. RELB,

Managing Director

## FEEDSTUFFS

THE PRICE of cottonseed cake and meal, 43 per cent protein, f. o. b. Texas points, on November 2 was \$24.30. This is a decline of over \$2 during the past thirty days. Hay prices at Kansas City on November 1 were: Prairie—new, No. 1, \$15.50 to \$16.50; No. 2, \$13; No. 3, \$8.50 to \$12.50; packing, \$7 to \$8; alfalfa—select dairy, \$22.50 to \$25; choice, \$21 to \$22; No. 1, \$19.50 to \$20.50; standard, \$17.50 to \$19; No. 2, \$15 to \$17; No. 3, \$13.50 to \$15.50; timothy—No. 1, \$16 to \$17; standard, \$15 to \$15.50; No. 2, \$13.50 to \$14.50; No. 3, \$11.50 to \$13; clover-mixed—light, \$15.50 to \$17; No. 1, \$14 to \$15; No. 2, \$12 to \$13.50; clover—new, No. 1, \$18 to \$19; No. 2, \$14.60 to \$17.50.

## WOOL SHOWS UNDERLYING STRENGTH

J. E. P.

WOOL is on a sound basis fundamentally. Even the trade journalistic harpies are not talking lower prices, although still protesting that the market is too high to warrant forward buying. At irregular, but frequent, intervals the mills indulge in a buying furore—always for spot delivery; but the moment they have enough raw material to tide them over the week-end they shut up like clams. Between these buying spurts, periods of "watchful waiting" occur; but all the time millmen need wool so badly that they can taste it.

On the domestic market, prices have "inched up." Western clips, sold in Chicago during October around 38 cents, were 1 to 2 cents higher than bids thirty days previously. In foreign markets new high levels have been recorded, both at London colonial auctions and at Southern Hemisphere concentration points. Enough domestic buying has been done to reduce stocks in bond substantially and firmly to establish prices. The market is much stronger than at any time during the past year, in a statistical sense. This creates an excellent prospect for marketing the 1927 clip. A gratifying fact is that every recurring period of market activity is at stronger or higher prices.

Strength in foreign markets deserves notice. London reached the peak point of the season in October, despite increased offerings. Any good wool offered in Coleman Street finds a ready customer at prices 10 to 15 per cent above a parity with Summer Street. The latter reports heavy sales of wool in bond at Boston on European account, at prices substantially higher than American manufacturers assert they can afford to pay. Every primary wool market in the world is strong and against the buyer. A Boston report at the end of October said:

"Wool-trade opinion here is confident. The buying movement is still rolling along as the week closes, and the tendency of values is upward. Prices here are sensibly under the prices which are prevailing in the foreign markets, and nothing can be replaced in the foreign wools (nor yet in the domestic staple) for the prices which are being accepted on Summer Street, albeit the values here, on the whole, are slightly above the late June peak levels. London keeps on very strong for good wools, although slightly irregular on the poor wools, which are relatively plentiful. Sydney sales closed with prices generally strong."

Open secrets in trade circles are: The goods market is decidedly buoyant; buyers are anxious about future supplies; mills are endeavoring to cover old orders at old wool prices, without success; foreign markets are all active; Australian and South American markets show marked strength and are cleaning up rapidly.

At Philadelphia choice bright quarter and three-eighths wool has sold to manufacturers at 43 cents, and Ohio quarter



at 44 cents. Philadelphia has been about two weeks behind Boston in adjusting seaboard to country values, Boston paying a cent per pound more than Philadelphia. At Chicago, demand has been keen, local bankers in control of unsold western clips being importuned to name their prices. The country market is strong, asking 46 cents for quarter and three-eighths, against 44 cents bid.

Occasional dull periods should be ignored, as they merely mean that buyers are sparring for advantage.

## WHOLESALE PRICES ON WESTERN DRESSED MEATS

Monday, November 1, 1926

### FRESH BEEF AND VEAL

STEERS (heavy weights, 700 lbs. up) : CHICAGO BOSTON NEW YORK			
Choice .....	\$16.00-17.00	\$15.50-16.50	\$17.00-19.00
Good .....	15.00-16.00	14.00-15.50	15.00-17.00
STEERS (light and medium weights, 700 lbs. down) :			
Choice .....	18.00-19.00		18.00-21.00
Good .....	16.00-18.00		15.00-18.00
STEERS (all weights) :			
Medium .....	13.00-15.00	13.00-14.00	13.00-15.00
Common .....	11.00-13.00		11.50-13.00
COWS:			
Good .....	12.00-13.00	11.00-12.00	12.50-13.50
Medium .....	10.50-12.00	10.00-11.00	11.50-12.50
Common .....	9.00-10.50	9.00-10.00	10.50-11.50
VEALERS:			
Choice .....	18.00-20.00		22.00-24.00
Good .....	17.00-18.00		19.00-22.00
Medium .....	15.00-17.00	17.00-19.00	17.00-19.00
Common .....	13.00-15.00	15.00-17.00	15.00-17.00
CALVES:			
Choice .....		15.00-17.00	14.00-17.00
Good .....	14.00-17.00	13.00-15.00	13.00-14.00
Medium .....	12.00-14.00	11.00-13.00	11.00-12.00
Common .....	10.00-12.00	10.00-11.00	10.00-11.00

### FRESH LAMB AND MUTTON

LAMB (30 to 42 lbs.) :			
Choice .....	\$24.00-26.00	\$25.00-26.00	\$25.00-27.00
Good .....	22.00-24.00	24.00-25.00	24.00-25.00
LAMB (42 to 55 lbs.) :			
Choice .....		23.00-25.00	24.00-26.00
Good .....		22.00-24.00	23.00-25.00
LAMB (all weights) :			
Medium .....	20.00-22.00	22.00-24.00	22.00-24.00
Common .....	17.00-20.00	20.00-22.00	19.00-22.00
MUTTON (Ewes) :			
Good .....	12.00-14.00	12.00-14.00	12.00-14.00
Medium .....	10.00-12.00	10.00-12.00	11.00-12.00
Common .....	8.00-10.00	9.00-10.00	9.00-11.00

## HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY of storage holdings of frozen and cured meats on October 1, 1926, as compared with October 1, 1925, and average holdings on that date for the last five years (in pounds):

Commodity	Oct. 1, 1926	Oct. 1, 1925	Five-Year Average
Frozen beef.....	25,070,000	19,755,000	30,970,000
*Cured beef.....	20,980,000	20,964,000	18,997,000
Lamb and mutton.....	2,232,000	1,112,000	2,964,000
Frozen pork.....	77,868,000	54,294,000	68,511,000
*Dry salt pork.....	142,878,000	128,599,000	136,806,000
*Pickled pork.....	292,086,000	284,485,000	314,821,000
Miscellaneous.....	56,013,000	52,550,000	57,789,000
Totals.....	617,127,000	561,759,000	630,858,000
Lard.....	105,292,000	71,626,000	77,777,000

\*Cured or in process of cure.

# TRADE REVIEW

## EXPORTS OF MEATS IN SEPTEMBER

EXPORTS OF MEAT PRODUCTS and animal fats for the month of September and the nine months ending September, 1926, as compared with the corresponding periods of the previous year, were as below (in pounds):

### BEEF PRODUCTS

	September		Nine Months Ending September	
	1926	1925	1926	1925
Beef, fresh.....	137,542	227,026	1,908,382	2,697,931
Beef, pickled.....	2,478,002	1,997,879	14,947,575	16,200,035
Oleo oil.....	9,466,862	5,653,913	74,079,905	73,494,414
Totals.....	12,082,406	7,878,818	90,935,862	92,392,380

### PORK PRODUCTS

	September		Nine Months Ending September	
	1926	1925	1926	1925
Pork, fresh.....	772,954	1,777,116	10,250,198	15,997,052
Pork, pickled.....	2,842,067	2,685,687	22,103,150	20,373,528
Bacon.....	14,869,764	15,003,220	117,655,973	133,696,902
Cumberland sides.....	595,706	2,661,464	11,105,015	19,620,241
Hams and shoulders.....	11,424,776	14,335,933	147,090,397	201,289,036
Wiltshire sides.....	36,529	899,223	5,979,450	10,176,770
Lard.....	61,577,221	62,646,096	545,804,751	535,264,413
Lard compounds.....	478,520	1,389,022	7,014,582	9,330,765
Neutral lard.....	1,288,497	1,761,007	13,435,758	14,261,740
Margarine.....	104,706	50,410	1,179,674	620,912
Totals.....	93,990,740	103,209,178	881,618,948	960,631,359

## BRITISH AND AMERICAN LIVE-STOCK PRICES

OWING TO THE SMALL SIZE of the fields and the high cost of gasoline, most of the farm hauling in England is still done by animal power. As a consequence, prices on horses, measured by American standards, seem very high. In a letter to the *Kansas Stockman*, Rodney A. Elward, a farmer of that state who toured Europe during the past summer, comments on this fact and wonders why American horses are not exported to take advantage of the British market. Writes Mr. Elward:

"In talking with English farmers, I find a universal complaint about the high price of horses of all kinds. Yet no one seems to know why the cheap horses of America are not imported. For a concrete example: A few days ago I visited a farm in Middlesex, near London. The farmer showed me all over his place. He had some fine draft-horses, averaging in weight from 1,600 to 1,700 pounds. He told me they would bring from \$200 to \$250 each. He showed one fine team of six-year-old geldings which he had bought last winter at \$575. Now, at Castleton, Kansas, I had every bit as good a team of six-year-olds for which I could not find a buyer at \$150 for the team.

"Light horses, for the saddle and for driving, are in active demand here at what seem to a Kansas farmer astonishingly high prices. Ponies suitable for driving single in the two-wheeled pony carts they use here sell for \$150 to \$200, and saddle-horses about the same.

"Calves and yearlings of fairly well-bred stock sell, however, for not much more than the same class of cattle brought last fall in Kansas. Stocker cattle in general do not seem to bring much more than with us, and the beef-cattle industry is in the dumps. I am speaking of farm prices, not those at the live-stock markets, of which I know nothing."

# FOREIGN

## ENGLISH LIVE-STOCK LETTER

BY JOSEPH RAYMOND

[Special Correspondence to The Producer]

LONDON, October 15, 1926.

IT WAS ESTIMATED at the recent biennial conference of the National Meat Retailers' Federation that the long-protracted coal strike had resulted in a falling-off of 30 per cent in the consumption of meat throughout England and Wales. With this fact—if it be accurate—in mind, it is indeed remarkable that, with the strike still in progress, there should have occurred, with the coming of the fall, such a pronounced revival in meat prices generally.

The resiliency of Great Britain as a meat market is proverbial, and there is probably no other market in the world which adjusts itself so readily and delicately to what must be a record number of influences, so far as meat supply and consumption are concerned. A month ago large stocks of colonial meat, both mutton and lamb, were hanging fire sadly in our wholesale marts, with little prospect of that ready clearance that is so necessary at this time of the year for the later inauguration of a healthy price season. Now all that is changed. Frozen mutton and lamb has appreciated well over 2 cents a pound wholesale throughout the country, and a clearance is hopefully anticipated, which will enable importers to conduct a regular consumptive output of the new season's stocks soon to arrive from New Zealand and Australia. The contributory factors to this livening-up of trade have been the rather later marketing of home stuff this year, due to a prolonged summer, together with the absence of European fresh meat, held from our ports by the embargo following the tracing of foot-and-mouth contagion to European sources. Today, in our leading markets, there is a margin of about 4 cents a pound wholesale between the price of best New Zealand lamb and Scotch hill lamb, the latter being priced at 24 cents now in Smithfield, London.

The beef trade in our leading markets is still under the shadow of the vacillating Argentine chilled business, which continues, according to all reports, to be involving its operators in large losses, owing to the heightened prices in the South American stock-yards and the lower rates—about 14 cents for hinds and 8 cents for fores—obtainable for the chilled article on this side of the Atlantic. Under these conditions, frozen beef has a poor chance, and although the subject of the revival of an empire frozen-meat business is continually under discussion, and more so recently since the arrival of the British colonial prime ministers for the Imperial Conference, no practical remedy for the situation emerges.

The shipment from Australia to London of a cargo of about 500 hindquarters of beef at a chilling temperature, and the marketing of this consignment at the London Central Markets a few weeks ago, were an event of some importance in the history of oversea meat transportation. There were features about the experiment—the second of its kind—which marred its full success, but trade opinion on the general outcome favored the trial as one that might have important results later. Unfortunately, the hatches of the vessel were opened at two ports instead of one—namely, Brisbane and Wyndham—with the result that the meat first loaded was

extensively affected by mold, owing to condensation, etc. However, the quarters from the West Australian government freezing-works at Wyndham arrived in London, at a temperature never below 29 degrees Fahrenheit, in perfect condition, and made 90 cents per stone of 8 pounds wholesale on Smithfield market in ordinary purchases. The system adopted for transport was that of the Perfect Food Process Proprietary, Ltd., of Sydney, the inventor constructing on board ship a special chamber in which arrangements were made for the blowing of a regular current of air over the hanging quarters, the condition of the air being controlled as to temperature and humidity. It was generally agreed that the practicability of carrying beef between Australia and England with a soft surface, and delivering it sound to the consumer in Britain, was established. It is understood that several parties are negotiating for the trial of the system from other quarters overseas. It is argued by a certain class of opinion in the meat-importing trade that attempts to compete with the chilled-beef business of Argentina are not so useful as the improvement and development of the frozen-beef business by means of the grading-up of the quality of meat supplied and regularization of handling methods, together with periodic, unfailing supplies. It is argued that there is always room for an extended frozen-beef business in Great Britain, provided quality and condition are right; and, although Australia can supply the best, it is generally admitted that she is by no means unfailing in this respect.

The meat-inspection authorities of Great Britain have recently had under their serious attention the question of disease in the lymphatic glands of imported mutton and lamb. This trouble, known as caseous lymphadenitis, has been more frequently met with in the last year or two—so much so that the Argentine government has just put into force more rigorous regulations regarding the export of animals found to be so affected. The discovered increase in this trouble has apparently been due to the more recent custom of cutting up carcasses in the wholesale markets consequent upon a bigger demand for cut meat from the wholesale trade. It is important to note that it has been scientifically determined that freezing does not kill the disease in affected glands, the toxic and virulent properties of which are found to survive in the meat on defrosting.

Fat cattle have recently sold at a reduction of \$1.12 per live hundredweight (112 pounds), as compared with a year ago. Fat sheep have averaged 22 cents per pound estimated dressed carcass weight, the index figure being 52 per cent above pre-war.

World-wide attention has been drawn to the new opportunity existing for pork-marketing in Great Britain on account of the embargo against the importation of fresh pork from the continent of Europe. Far-off sources, such as New Zealand and Australia, are understood to be focusing attention on this market, and New Zealand has already sent increased supplies, which find favor at a wholesale price of about 24 cents per pound. South Africa is also expected to attempt to join in this trade. South Africa, by the way, is looked to once more as a beef-exporter in the not far-distant future, new Rhodesian cattle lands being actively developed under the auspices of the Imperial Cold Storage and Supply Company, Ltd., and plans being made for attacking the British market in an organized way.

### Cattle Slaughter in South America

For the first five months of 1926 cattle slaughtered in Argentine packing plants numbered 1,276,000 head, compared with 1,612,000 for the same period of 1925, while slaughtering in Uruguay increased from 391,000 to 439,000 head.



## LIVE STOCK IN THE CANAL ZONE

NATIVE CATTLE in the Panama Canal Zone are marketed at about eight years of age, when they weigh from 500 to 600 pounds, says Dr. C. C. Clay, veterinarian of the health department of the zone. The average cow of the Spanish type gives a half gallon or less of milk daily for a short period of lactation. She is milked once a day, and has to be "primed" by the calf before she will give down her milk.

Most of the beef slaughtered under inspection is either native-grown or comes from the neighboring republic of Colombia. A few good cattle are shipped in from Argentina. Tuberculosis is unknown among the native stock. The only serious disease is Texas fever, which cattle imported from the United States are sure to get unless immune.

Well-bred American cows soon fall off about one-half in their milk supply after coming to the zone. One cause of

this is the ever-present tick. Climate and feed are another contributory influence. All concentrated feed has to be imported, and it costs so much that the cows are not well fed.

Very little native pork is allowed to be sold on account of the prevalence of tapeworms. Nearly all pork products eaten are brought in from the United States. There is no cold storage, except a \$2,000,000 plant owned by the government, where 8,000 native steers are killed each year for the use of the army, navy, and government employees. All meat not processed in this plant must be sold within twenty-four hours after slaughter.

A considerable number of goats are raised for food by the natives. A few sheep also are found; but they do not grow enough wool to amount to anything.

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**Agricultural Development**—The Santa Fe Railway is cooperating with the United States Department of Agriculture, State Agricultural Colleges, State Boards of Agriculture and County Farm Bureaus in helping to develop the agricultural resources of

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# ROUND THE RANGE

## CONDITION OF RANGE AND LIVE STOCK IN OCTOBER

*Ranges.*—General rains over most of the western states in September caused

some improvement in range conditions, according to the Denver office of the Bureau of Agricultural Economics. Utah, Nevada, Idaho, and the northern half of Arizona, however, were still suffering from drought. The northwestern and southwestern states west of the Continental Divide had ample moisture, while the central three states were dry. Rains had been frequent and beneficial in nearly all the states east of the divide, but more were needed in west central and southern Texas. Winter range and feed prospects had improved in

Montana, western South Dakota, and western Nebraska, although the cold wave at the end of September had blighted prospects somewhat. Except for Utah, Nevada, and Idaho, the range states had ample winter feed. The price of hay was reported somewhat higher, as the demand had increased. No great shortage had been reported from any section. Condition of the range was 83 per cent of normal, as compared with 84 per cent at the beginning of September and 92 per cent last year.

*Cattle.*—Cattle and calves continued in very good condition, except in western North Dakota, western Kansas, and Idaho. Rains had relieved the drier areas, but shipments of cattle continued to move in volume, as it was thought that the feed supply would not suffice for the winter's needs. The recent rise in market prices had also tended to stimulate a greater movement in some states. Generally the ranges were lightly stocked, and there was only a slight tendency to restock with cattle. This situation was partly caused by the fact that financial backing was difficult to secure. The general shifting from cattle to sheep continued to find favor. Condition of cattle was placed at 90 per cent, as compared with 91 per cent the previous month and 92 per cent a year ago.

*Sheep.*—Sheep and lambs generally were in very good to excellent condition. The dry weather had not caused any material shrinkage, and all classes would start the winter in good shape. Shipments were getting under way and were assuming volume. A large percentage of the feeder end had been contracted for fall delivery at around 10 cents or better. A large portion of these were going to Corn Belt feeders. There was a strong tendency for range flock-owners to cull aged ewes closely, and replace them with ewe lambs or yearling ewes. All young ewes were selling at a premium. Aged ewes were finding a ready market in the farming sections. Condition of sheep was rated at 93 per cent of normal, as compared with 94 per cent in September and 98 per cent a year ago.

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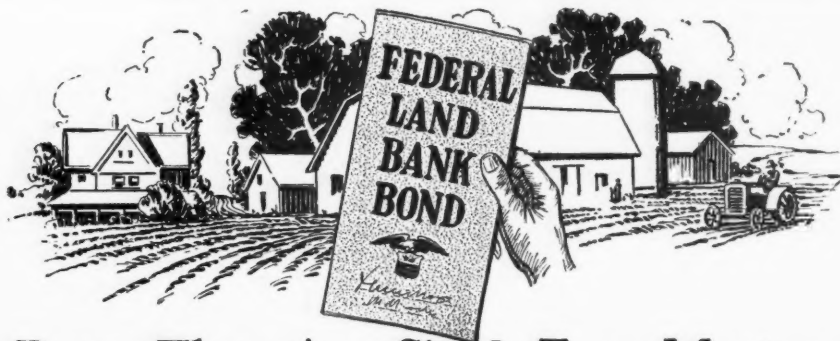
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**Federal Land Banks, Washington, D.C.**

## FEWER CATTLE TO BE FED

Cattle-feeding in the Corn Belt during the coming winter is predicted by the Department of Agriculture to fall below the record of last year. Shipments of unfinished cattle into this territory during the first nine months of 1926 have shown a decrease from the 1925 figures, while more have been shipped out.

Another indication of a shortage is furnished by prices. In spite of the un-



satisfactory results of feeding operations since early in the spring, and the much lower level of fat-cattle prices compared with last year, stockers and feeders have averaged considerably higher than a year ago.

In some of the states west of the Missouri River—notably Nebraska and Kansas—the corn crop has been very short. Even if ample supplies of unfinished cattle were available, says the department, it is improbable that feeding elsewhere will be sufficiently expanded to offset the decrease in these states.

#### LAMB-FEEDING SITUATION

Shipments of feeding lambs and sheep into the Corn Belt from July to October indicated that feeding operations in this territory would be considerably expanded over those of last year. During the period mentioned over 300,000 head went into the Corn Belt states from twelve leading markets, or nearly 35 per cent more than in 1925. Direct shipments were likewise reported to have been much larger.

On the other hand, a material decrease was shown for the western feeding area. At the end of the first week in October it was estimated that only about 250,000 lambs had been contracted for northern Colorado, which is not more than one-fifth of the number expected to be fed under feed conditions as they exist this fall. A similar situation prevailed in Nebraska.

#### FALL BEST PERIOD TO DIP FOR LICE

While lice on farm animals are most troublesome in winter, says the Department of Agriculture, treatment is very difficult after cold weather has set in. In the northern parts of the country it is usually too chilly in the winter for safe dipping or spraying, and dusting powders, though they may help, are not dependable remedies.

The best time for freeing live stock of lice is the mild fall months. For horses and cattle, arsenical dips, coal-tar creosote dips, and nicotine solutions are recommended. For hogs, crude petroleum and coal-tar creosote dips are the most effective.

An important precaution is to make sure that all animals in a herd are treated. If any are missed, the parasites may spread from one animal to another by contact.

#### REINDEER MULTIPLYING FAST

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#### AUTOMATIC

## Currying-Dipping Machine

For Cattle and Hogs

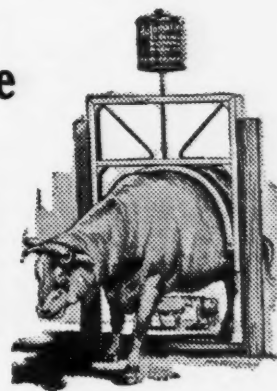
Nothing like it ever invented. Illustration shows how machine operates. Nothing to get out of order—works perfectly all the time. Cattle and hogs use it as condition of their skins and hides requires. Arch contains brushes for currying, through which a healing, disinfectant oil dip is automatically fed, which is spread all over the back, sides, neck, head, and gradually works down under belly and legs, giving a

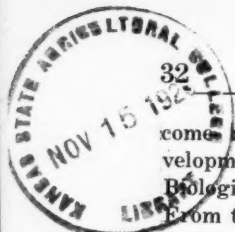
#### Complete Dip and Cleansing

Not an experiment, but a proven machine that keeps away flies, cleanses the skin of cattle and hogs from vermin, insects, grub worms, etc. Makes cattle and hogs calm and restful instead of irritable and itchy. Cattle feeders who have used machine would not part with it at any price. One feeder writes: "It would be hard to estimate, in dollars and cents, the good it does for the cattle."

Works automatically—no oil waste. Spring adjustment fits machine to any size cattle. Every farmer who owns cattle and hogs needs this machine. Made in two sizes—one for cattle, one for hogs.

Automatic Currying and Dipping Machine Co., Pender, Neb.





come an important factor in the development of the territory, says the Biological Survey in a recent bulletin. From the original stock of 1,280 animals imported from Siberia over a period of ten years up to 1902, the reindeer now have increased in number to about 350,000. In addition, it is estimated that 125,000 have been killed for food and clothing.

During the period from 1918 to 1926 more than 1,875,000 pounds of reindeer meat were shipped from Alaska, the total for 1925 being approximately 680,000 pounds. Steers for butchering last year sold for \$10 to \$12 a head. Breeding stock is valued at \$18 to \$30 a head. Average cost of maintenance is about \$1 a head a year. At Nome reindeer meat is retailing at 15 to 20 cents a pound.

#### SLAUGHTER OF RANGE HORSES

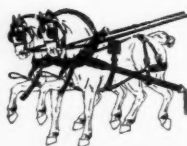
In December of last year a plant for slaughtering and dressing the wild horses of the range was opened at Portland, Oregon. It is estimated that no fewer than a million such horses are in existence in this country, of which Oregon has 200,000 and Montana 400,000. In 1924 a law was passed in the latter state for the eradication of these pests,



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which are very destructive to the range, it being generally held that two head of cattle and from five to ten head of sheep can be maintained on the grass eaten by one horse. Only a small percentage of the horses are worth breaking for light-work or saddle use. These are usually held by the contractor and sold. The majority are small, of poor conformation, inbred, and of no value except for their meat and by-products.

The smoked and pickled meat derived from the horses is shipped to Holland and the Scandinavian countries, the frozen meat to France, the oil to California for soap, the bones to Italy for buttons, and the hides and hair to Germany for shoes and mattresses. Fertilizer and chicken-feed are manufactured at the plant.

#### MR. BARNES REVIEWS RANGE HISTORY

In "The Story of the Range" that veteran cow-puncher, grazing expert, and contributor to innumerable livestock papers, Will C. Barnes, Assistant Forester, sums up his half-century of intimate contact with the western country. The history of stock-raising, forage resources, management, causes of deterioration and erosion, and present condition of the range are set forth in that breezy style for which Mr. Barnes is famous, between the covers of a department bulletin, just off the press. The bulletin is based on testimony given before the Senate committee investigating the grazing situation on the public lands in 1925. It is profusely illustrated, and may be had free as long as the supply lasts.

#### ONE WAY OF SELLING PRIME BEEF

A unique plan for acquainting the public with prime beef, and at the same time getting the right price for it, has been adopted in a western state, as described in the *National Provisioner*.

"The beef is advertised as being produced for 'those who know,' and who are willing to pay the added cost. It is marketed by a non-profit corporation, and an outlet for every carcass is assured before the animals are slaughtered. This is done by the retailer filing application with the packer for the number of carcasses he can use in a given time.

"Nothing below the standard set for prime baby beef is included in the sale of carcasses. The sides are cloth-covered and labeled with a ribbon. Regular retailers have a special license loaned to them, and every carcass sold is said to be checked and watched.

"All of this is done on a small scale, but there appears to be the nucleus of an idea in the plan that might well be

developed. Then the packer would have no cause to worry about his outlet when he bought prime steers, and the producer would get a satisfactory price for his fancy animals."

#### THE SPICE-BOX

**No Time Now.**—Pat was hard hit and sinking rapidly, so a chaplain was summoned.

"Pat," he said gravely, "you are about to go west. While you have time you must renounce the devil."

"Father," replied Pat, "if I'm that bad off, 'tis in no condition I am to be after making new inmates."—*Exchange*.

**A Barnyard Surprise.**—"When a hen lays an orange, what do her chickens say?"

"See the orange marmalade."—*Vassar Vagabond*.

**Tit for Tat.**—"A little bird told me what kind of a lawyer your father was."

"What did he say?"

"Cheep, cheep."

"Well, a duck told me what kind of a doctor your father was."—*Cornell Widow*.

**And Plug the Keyhole.**—"Doctor, can you cure me of snoring? I snore so loud that I awaken myself."

"In that case I would advise you to sleep in another room."—*Boston Transcript*.

**Ominous Rumblings.**—George—"Did you sound the family about our marriage?"

Georgette—"Yes, and dad sounded the worst."—*Smith's Weekly*.

**Misleading Jollity.**—"Does 'at smile mean you forgive me?"

"Stay away, niggah! I'se just smilin' to rest mah face."—*Orange Owl*.

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Dry Lime and Sulphur Dip (Kilscab)  
Black Leaf 40 Dip  
Arsenical Dip  
Coal-Tar Dip  
Anchor Brand Dehorning Paint  
Barnes Calf D'Horners

Bovine Hemo. Sept. Bacterin  
Bovine Hemo. Sept. Aggressin  
Bovine Mixed Infection Bacterin  
Ovine Hemo. Sept. Aggressin  
Calf Scour Mixed Bacterin  
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Avian Mixed Infection Bacterin

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